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Automotive Daily News

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OIL MEN FIGHT FOR PIPE LINES

Motor Truck Operators In Campaign to Combat Unfavorable Legislation

Association Lays Plans for an Aggressive Drive in Legislatures; I. A. Hungerford Re-elected President

NEW YORK, Dec. 11.—At the annual luncheon-meeting of the Motor Truck Association of America, Inc., in the Hotel McAlpin yesterday plans were laid for an aggressive campaign to push legislation favorable to the interests of motor truck operators, and to combat any movement inimical to them.

Irving A. Hungerford, president, in his report for the year reviewed the highlights of legislation affecting the operation of motor trucks, pointing particularly to the action of the New York State Legislature in increasing the allowable weight on six-wheeled trucks.

Theodore D. Pratt, general manager of the association, presided. Horace E. De Lisser, president of De Lisser Motors, Inc., New York Ford dealer, outlined the plans for next year and announced the appointment of six committees which will endeavor to promote the organization's activities on a larger scale than ever before.

The following committees were named: Traffic, legislative, executive, membership, entertainment and publicity.

Declaring that, following a period of reorganization, the Motor Truck Association was now in a better position to serve its members, Mr. De Lisser argued for a more intensive application during the coming year.

"This would involve," he said, "closer co-operation with local and state authorities, to the end that no legislation is passed which is not in conformity with the aims and ideals of this organization. There is

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HARDWOOD INDUSTRY SHOWS IMPROVEMENT

Memphis, Tenn., Dec. 11.—Hardwood conditions are beginning to improve, and mill operations are now somewhat larger, after a restricted production all summer and fall, amounting to 50 per cent. off. Both domestic and export trade shows more life and a stronger tone.

Quartered oak, ash, gum, hickory, plain oak, poplar and some grades of cottonwood are moving.

Hardwood manufacturers from all parts of the United States will be in Memphis the latter part of January. Hardwood Manufacturers' Institute will bring the largest number. J. W. Bailey of Laurel, Miss., is president of this group. About 300 will attend this meeting on January 29 and 30.

The Southern Hardwood Traffic Association meets January 31. Joe Thompson of Thompson-Katz Company, Memphis, is president, and J. H. Townshend is secretary-manager.

The National Lumber Exporters' Association holds its annual meeting. Mr. Thompson also is president of this group. Harvey Dickson, Baltimore, is secretary.

Hardwood Dimension Manufactur-

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W. P. CHRYSLER HEADS BANQUET COMMITTEE

New York, Dec. 11.—The appointment of Walter P. Chrysler as chairman of the banquet committee for the annual automobile show dinner of the National Automobile Chamber of Commerce at the Hotel Commodore, New York, Tuesday, January 6, was announced today by Alvan Macauley, president.

W. P. Chrysler

The other members of the committee are: A. J. Chanter, Pierce-Arrow; William J. McAneeny, Hudson; L. A. Miller, Willys-Overland; I. J. Reuter, Oakland; Paul W. Seiler, General Motors; William Robert Wilson, Reo.

GOODYEAR LIFTS OUTPUT TO CATCH ORDERS; EIGHT HOUR DAY AFTER JAN. 5

Akron, O., Dec. 11.—The Goodyear Tire and Rubber Company officials announced Tuesday a production increase that means practically full time employment for all laborers on the pay roll to take care of the demand for replacement tires as indicated by spring dating orders.

Starting January 5 the six-hour day will be replaced by the eight-hour day, and the four-day week will give way to the five-day week. This step-up from 24 to 40 working hours a week means pay envelopes nearly twice as large, since the wage scale is to stay the same, President Litchfield declared.

Goodyear production at its present low ebb is 30,000 tires a day. The increased working hours just announced will boost the production figure to 48,000, and tube production will be 55,000 a day.

"The upturn of production reflects the expected revival in demand for replacement tires as indicated by spring dating orders. Inventories of finished products are in more favorable position than a year ago, and as low as they have been in several years compared to the volume of business," Litchfield stated.

SEE MENACE TO MOTOR INDUSTRY IN RAIL MOVE TO RECAPTURE SHIPMENTS

Claim Loss of Pipe Line Service to Oil Producers Would Result in General Increase in Petroleum Prices

NEW YORK, Dec. 11.—Another gun was fired here today in the battle of the petroleum industry against the attempt of the railway interests to separate the pipe lines from the ownership of the oil companies. This takes the form of a bulletin from the American Petroleum Institute answering the appeal of the railways to Congress for legislation to compel the oil companies to divest themselves of their investment in pipe lines.

The bulletin points out that such procedure would have the ultimate effect of increasing the cost of all petroleum products, motor fuel and lubricants and natural gas, to all consumers. This ultimate effect holds a very real interest for every one connected with the automotive industry.

In one paragraph the letter of E. B. Reeser, president of the American Petroleum Institute, to R. H. Aishton, president of the Association of Railway Executives, on which the bulletin is based, brings out the similar position of the oil and automotive industries as regards the present campaign of railway interests for regulation of certain phases of their business.

"To infer," says Mr. Reeser, "that it might be possible to compel abandonment of pipe lines and to force the movement of oil and gas by tank car is as logical as to suggest legislation prohibiting automobiles and motor trucks from carrying passengers and freight, which, but for this newer means of transportation, might move less conveniently and less cheaply by rail."

Many observers assert that this is

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DETROIT CONFERENCE FAILS TO AGREE ON RAIL FREIGHT RATES

Detroit, Dec. 11.—Another conference between the railroad executives of lines operating in official classification territory, comprising the states of Illinois and east thereof, and a committee of traffic managers of members of the National Automobile Chamber of Commerce held here yesterday failed to reach a final conclusion as to a possible change in rates on freight shipments that would insure to the carriers a greater portion of the automobile business than they are now enjoying. The railroad people asked for further time for their studies.

The situation is a complicated one because of the difference in charges made by railroad and those by trucking and driveaway services. Railroad rates are based on so much per 100 pounds from station to station, while the competition quotes a fixed charge per automobile taken from the factory direct to the dealers' place of business.

Those from the automobile industry who conferred with the railroad men were: E. N. Hodges, Hupmobile; W. J. Dibble and E. D. Grinnell, Buick; J. H. Myler, Chrysler; C. R. Scharff, Chevrolet; G. M. Sherman, Studebaker, and K. A. Moore and J. S. Marvin, National Automobile Chamber of Commerce.

N. S. P. A. MOVES TO LARGER HEADQUARTERS

Detroit, Dec. 11.—Headquarters of the National Standard Parts Association, which has been located at 1210 Eaton Tower, here, has been moved to Suite 1304 in the same building, to provide approximately twice the space available in the former location. This is the third move to larger quarters that the N. S. P. A. has made in its six years of existence.

FRAUDULENT INSURANCE CLAIM BILL IN MASS.

Boston, Mass., Dec. 11.—A bill has been introduced in the Legislature by the insurance commissioner providing a five-year maximum state prison sentence for any one criminally involved in making a fraudulent motor vehicle insurance claim.

MOTOR TRUCK MAKERS TO MEET JANUARY 6

New York, Dec. 11.—Legislative and taxation problems affecting the operation of commercial motor vehicles throughout the country will be discussed at a meeting of all the truck manufacturers at the headquarters of the National Automobile Chamber of Commerce on Tuesday, January 6, at 2 p. m.

Restrictive measures which are expected to present themselves with a reopening of the Legislatures of forty-four states will be discussed, as well as railroad opposition to motor vehicles.

Luncheon will precede the meeting. A. J. Brosseau, chairman of the motor truck committee and president of Mack Trucks, will preside.

JAMES T. WHITEHEAD DIES AT DETROIT

Detroit, Dec. 11.—James T. Whitehead, senior member of the firm of Whitehead & Kales, manufacturer of truck trailers and tractors, died following an illness of four weeks.

Car Builders Cut Costs; Raise Margin of Profit

DETROIT, Dec. 11.—The automobile industry, through paring costs in every direction, has made considerable progress in scaling down the production volume necessary to carry overhead.

One company, which has turned out from 250,000 to 275,000 cars a year, and considered the necessary minimum volume 1,000 cars a day, has revamped its operations so that 700 cars a day will carry overhead and show a profit. In another instance, 300,000 cars netted $11,000,000 in one year and 290,000 cars netted something over $12,000,000 in another year, and it is estimated that $8,000,000 can be earned in 1931 on 175,000 cars.

Costs Reduced in Many Ways

Costs have been reduced in many ways. So-called white-collar employees, formerly on a monthly wage basis, are being paid by the day. Several plants have reduced all salaries, while others have replaced employees believed to have been overpaid. Salaried employees have been shifted considerably and supervisory forces reduced. Department heads heretofore drawing $15,000 a year and having a $5,000 assistant and a $3,000 stenographer, have been replaced by a $10,000 official with a $2,500 stenographer and a $1,200 clerk.

In direct manufacturing costs, hours of work have been reduced in proportion to the reduction in turnout, but productivity per worker has been increased. That has been demonstrated in previous periods of recession in which individual production increased almost automatically when jobs were not plentiful. In the gang bonus schemes used at certain plants, that is particularly noticeable. On a reduction of 40 per cent. in sales for October, one company showed a shrinkage of 46 per cent. in direct costs. Fewer models and greater interchangeability of bodies,

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See Menace to Motor Industry in Rail Move To Recapture Shipments

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precisely the ultimate effect that the present campaign of the railway interests to divorce the pipe lines from the oil companies and to force Federal control of motor truck and bus business in certain aspects would have.

The letter of E. B. Reeser to Mr. Aishton follows:—

"The decision by the Association of Railway Executives to appeal to Congress for legislation to compel oil companies to divest themselves of their investment in pipe lines appears to have been reached without benefit of a knowledge of the facts.

"The petroleum industry is conversant, as are the railway executives, with the extent of the business depression. It is sympathetic with any proper plan for increasing railroad earnings; it believes in co-operation for the common good; and is anxious to help remedy unsatisfactory conditions. The railroads' proposal does not point in this direction. It goes entirely outside of the question of helping the carriers to indicate how another industry may be injured.

"In brief, it appears that the railroads are trying to derail progress, and to force through by legislation an uneconomic interruption in the movement of petroleum and allied products. No material gain will accrue to any one if such legislation be obtained. It is granted that the enforced separation of pipe lines would injure the oil companies.

"The procedure followed when the government compelled the separation of coal properties from the carriers owning them would be repeated. The pipe lines would not go to the railroads, which cannot operate them, but would be handed over to stockholders of the oil companies, the business to be continued then by independent pipe line companies such as it is conducted today. But there is no parallel between the situation that existed when railroads owned coal mines along their right of way and the relationship between the oil and gas companies and their pipe lines. The carriers were engaged primarily in the business of furnishing transportation, and an important source of revenue was the shipment of coal over their lines. Except for the relatively small amount used to fuel the locomotives, the rail-owned coal was sold in competition with that produced by other mines which had no railroad tie-up.

"In the case of the oil and gas companies, their business is the production, purchase, storage, processing and sale of oil and natural gas. Despite the technical status of many pipe lines as common carriers, the oil companies are not in the transportation business, as such, but only so far as it has been necessary to lay underground lines. Gathering lines are laid into fields where oil and gas are produced and trunk lines to the point at which the owner of the raw material has facilities for its refining and sale. Essentially, all pipe lines are and always have been plant facilities—mere adjuncts of the primary business of their owners. To infer that it might be possible to compel abandonment of pipe lines and to force the movement of oil and gas by tank car is as logical as to suggest legislation prohibiting automobiles and motor trucks from carrying passengers and freight which, but for this newer means of transportation, might move less conveniently and less cheaply by rail.

"The general public may think from the recommendation of railway executives that oil companies do not employ railway services; or that the railroads fear the loss of petroleum business they now enjoy.

"The movement of natural gas must be through pipe lines. It cannot be handled by rail. There is only one reason which might have influenced the joinder of natural gas pipe lines, namely, the unpatriotic notion that it would help the railroads if there might be legislation of this kind to increase the burdens of transporting natural gas, and hence to increase the cost of natural gas to the consuming public, in order that the railroads may collect a freight on coal. In other words, natural gas, the best and cheapest household fuel nature has supplied, shall be made to cost so much that it will be kept out of any markets where coal is now used. It is unthinkable that the railroads can go that far in commercial selfishness.

"Let us see to what extent pipe lines have taken petroleum business from the railroads.

"From the Interstate Commerce Commission reports of Class 1 roads we find that in 1924 there was a total movement of 52,226,703 tons of crude and refined petroleum and products. This tonnage increased in the following year, and in every year thereafter. The gain for 1929 over 1924 was 41.8 per cent.

"How does that compare with the gain in total carload traffic, including petroleum? This business in 1924 was 1,147,605,218 tons, and like oil and its products, it, too, increased each year. However, the total gain in all carload traffic in 1929 over 1924 was but 13.5 per cent., or slightly less than one-third of the percentage gain made in petroleum alone, and if the business be segregated so as to leave out the contribution made by oil, the gain in other carload traffic would be less than that shown. In 1924, petroleum supplied 4.5 per cent. of all rail freight; in 1929 it was 5.6 per cent.

"How are the railroads faring in 1930? The movement of petroleum and its products in the first six months increased 3.5 per cent. over the corresponding period of 1929. In the same time, all carload traffic, including this increase in petroleum, showed a decrease of 9 per cent. It is apparent that the railroads' loss has occurred entirely in products other than those of the petroleum industry.

"How does the business supplied by the oil industry pay the railroads by comparison with that of other commodities based on tonnage originated and freight revenue received?

"The average rate per ton paid by agricultural products (which are perishable) in 1929 was $6.26, whereas that paid by petroleum and products was $5.32 per ton. Other leading industries paid much lower rates. For instance, timber and products averaged $3.71; iron and its associated products, $2.35; anthracite coal, $2.26; gravel and sand, 85 cents. The wholesale price of gasoline in 1929 was 2 per cent. less than in 1913, but freight rates on gasoline and other petroleum products increased 50 per cent. in this period.

"History shows that new products, more efficient machines, better and cheaper methods of transportation, become established without regard to incidental injury they cause individuals or companies operating on the old lines, and that the march of economic progress cannot be stayed. As for the two industries concerned in this discussion, it is only necessary to recall the bitter war conducted by teamsters against the operation of the first pipe lines; in the case of the railroads, we had the equally futile fight of the stage coach and express messenger.

"It is not likely that the railroads will benefit in any manner if the oil companies are ordered to divest themselves of the ownership of pipe lines. Such separation certainly would not result in any increase in tonnage moved by rail. Nor would it mean any gain to the investor in railroads, pipe lines, utilities or oil companies, but it would most surely put an increased burden eventually upon the consumer of petroleum products."

IMPORTS INTO MEXICO DURING NOVEMBER LOW

Laredo, Tex., Dec. 11.—Importations of automobiles and automotive equipment through this port into Mexico during the month of November totaled thirty carloads, of which twenty-four were American-made automobiles, three were automobile parts and accessories and three tires.

HARDWOOD INDUSTRY SHOWS IMPROVEMENT

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ers' Association, of which Parrish Fuller of Hiller-Deutsch Edwards Company, Oakdale, La., is president, also meets here in January. The Hardwood Interior Trim Association, headed by J. P. Hansen of Williams-Bownell Planing Mill Company, Asheville, N. C., meets the same week.

DRIVER DEMERIT SYSTEM ADVOCATED IN MASS.

Boston, Mass., Dec. 11.—Insurance Commissioner Merton L. Brown has filed a report with the Legislature advocating a demerit system for drivers involved in automobile accidents.

Under his plan operators would be divided into three groups after being involved in accidents. The first would pay an increased premium of 10 per cent., the second 25 per cent. and the third 50 per cent. for liability insurance. The classification would be made by a board of three, one of them the insurance commissioner or a representative.

Opposition to the plan claims that present rates provide sufficient revenue to take care of all claims and the demerit penalties would be "velvet" for the companies. There is no provision for operators who have a long record of carefulness for reduction of rates.

FIRESTONE RECALLS MEN AS UNEMPLOYMENT AID

Akron, O., Dec. 11.—From 750 to 1,000 former Firestone factory workers have been notified to return to their jobs, according to a recent announcement. The men were chosen carefully from employees who were laid off during the year, and the opportunity to return to work comes not as the direct result of increased pressure of business at the shops, officials of the company admitted, but simply through efforts of the company to relieve unemployment.

It was made clear that no vacancies exist in any of the departments and employment offices will not hire applicants for jobs. The 750 or more chosen have been selected by Firestone investigators and in each instance the test was whether or not the former employees still lived in the city, maintained a home and had no other job.

CHRYSLER MOVES DAYTON MATERIAL TO DETROIT

Dayton, O., Dec. 11 (UTPS).—"A considerable portion" of the material carried at the Chrysler plant here was being moved to Detroit today, following a conference of executives of the company at both cities, held at Detroit. The reason for the change, which is temporary, was given as a desire to halt duplication of inventories at the Dodge plant, the Detroit Chrysler plant and the Dayton Chrysler plant.

G. M. EXECUTIVES MEET AT DAYTON

Dayton, O., Dec. 11 (UTPS).—Five General Motors Corporation vice-presidents, two of them from this city, two from Detroit, and the fifth from New York, conferred at Frigidaire offices here, at a regular monthly meeting of G. M. C. executives. Those at the meeting were Charles F. Kettering, Richard H. Grant, both of Dayton; C. E. Wilson and O. E. Hunt, Detroit, and John L. Pratt, New York.

BAYONNE MANUFACTURERS PLEDGE TO KEEP WORKERS

Bayonne, N. J., Dec. 11.—The manufacturers' committee of the chamber of commerce here, composed of executive heads of Bayonne industries, has decided on a plan of rotating shifts, part-time arrangements and making repairs to plants as their share to avert further layoffs of employees. A resolution pledging the manufacturers to do their utmost to keep their respective personnels intact was adopted.

CLASSIFIED ADVERTISEMENTS IN THE AUTOMOTIVE DAILY NEWS BRING RESULTS

SPARKS *from* DETROIT

* * *

Body Building Abroad

* * *

Amos Northup Speaks

* * *

Defeating Windshield Ice

* * *

Chris Sinsabaugh—Detroit Editor

AN Englishman who started in the automobile business in France, who was sent to the United States by the French company for which he was working, from which he cut loose in order to become a part of the American industry, and who went to Germany a little over two and one-half years ago for General Motors—that's E. V. Rippingille.

With that background and having only recently returned from his German trip, Rip was well qualified to address the Detroit section of the S. A. E. the other night and tell his fellow engineers why European designers differ so radically from American practice when it comes to building bodies.

Economic and climatic conditions and racial tendencies are responsible for this difference, in the opinion of the G. M. engineer. In order to appreciate the reasons for what appears to be freakish ideas in body design in Europe it is necessary for us to realize that in Europe the automobile is used largely for pleasure purposes—it is a luxury and the cost of operation is high, he said. Americans got past the pleasure riding stage some fifteen years ago. Now the automobile is a vehicle in which to get somewhere, most of the time for business reasons. Here nearly every American can afford to buy a car; in Europe the purchase of a motor vehicle means buying a luxury.

"We should be tolerant of European practice, for there's always a good reason back of automobile ideas, no matter how ridiculous they may seem to us," declared Rippingille.

* * *

DISCUSSING racial tendencies, Rippingille said the English go in for bodies built scientifically, with painstaking attention paid to construction, strength of material, roominess and comfort. The Englishman fancies all kinds of gadgets and odd compartments and his automobile must be practical.

The French express in body lines the speed and dash of transportation. They are artistic rather than scientific. The car must look like an automobile; it must appear low and fast and scientific construction is not so important with the French as speed and speedy looks.

Primarily the German must have room. He places greater emphasis on roominess and comfort than anything else; he measures roominess and comfort by size; he must look comfortable and he judges it by size and sturdy appearance. Rip thinks the German idea is a composite of English and French, with little originality expressed. There is one exception, the collapsible top which Germany has developed to a greater degree than any other country. Incidentally, the G. M. expert thinks the collapsible top is not suited to American conditions except in high-priced cars used for pleasure purposes.

Continuing, Rippingille said that with Italians art dominates the exterior appearance. Originality and craftsmanship are shown and the Italian designer hides his engineering and structural features under beautiful detail work. The Scandinavians, not being manufacturers, show a preference for American cars, but insist on their own upholstery. They express their trends in trims and colors. Holland follows Germany's fashions and the Belgians the French.

* * *

AT this same session, Amos E. Northup, Murray's chief designer, discussed the high lights of the Paris Salon, illustrating his talk to the S. A. E. crowd with lantern slides emphasizing his points. In his opinion, European body designers are trending more and more to American example. Foreign cars, he things, show great diversity and individuality.

* * *

SLEETY weather in Detroit has made trouble for motorists who find it hard to drive with ice on their windshields. Those who do not have special equipment try all sorts of expedients to remove the ice. One new idea I have heard of is to snap on your pocket cigar lighter and hold it close to the glass, permitting the flame to thaw a peek hole. Not so bad, not so bad.

* * *

AS showing the strength in the high-priced field it is pleasing to report that the New York Salon produced retail sales of 105 Lincolns, three times as many as at the same exhibition a year ago.

How Hollywood Ford Dealer Sells Service in Advance

Adds $15 to Purchase Price of New Car On Maintenance Contract Covering First 5,000 Miles

THE Chinese pay the doctor every month to keep them well. Out in Hollywood more and more Ford owners are paying Jack Frost, Ford dealer, 750 South La Brea, to keep their cars in fine running condition, instead of the old method of putting off until a major operation becomes necessary.

"We sell service on a maintenance contract, which we originated three years ago," explained Mr. Frost. "We add $15 to the purchase price of a new car and for this consideration we agree to keep the car in good condition for the first 5,000 miles. This does not include repair work, but, on the other hand, it eliminates the necessity for much repair work.

"Proper adjustment and lubrication of an automobile minimizes repairs. And to the extent that we so minimize, to that extent we make a more satisfied customer for the product we sell. After we have taken care of a man in this manner, however, we are the logical shop to get his more serious repairs, just the same as his advisory physician may become his operating surgeon."

By paying in advance for this maintenance service the dealer is absolutely assured that the customer will come in at stated mileage intervals of 500 miles for the work for which he has already paid. This eliminates the customary postcard reminders that are all too often ignored, and it also obviates other selling expenses that go far toward making the low $15 price possible.

Another feature of the maintenance offer is that the customer may renew the contract at its 5,000-mile expiration period. However, Mr. Frost stipulates that upon renewal the automobile covered by the contract must be in A1 mechanical condition. If it is not, necessary repairs or overhauling must be made at the expense of the customer.

Ten service operations are performed for each $15 contract. Every 500 miles the car is thoroughly lubricated, according to specifications in the contract. Every 500 miles it is inspected and adjusted. Every 2,000 miles it receives attention additional to the lubricating and also at the end of 5,000 miles. This is also itemized in the contract.

In literature advertising the maintenance service, the total price of the service is compared with the cost of the service if given item by item, showing the customer that it would otherwise cost $32.65.

Direct mail is used extensively on new car sales. Lists include not only names of new car owners and repair customers but also purchased lists. Prospective new car buyers receive letters over the signature of the salesman who has contracted them instead of from the firm itself. Mr. Frost explained that this gives the letter a more personal note and gets more attention from the recipient than a stereotyped letter would.

Representing an expenditure of $2,500, the firm has a specially designed lubricating system that has handled as high as 1,000 cars in six days at an average labor cost of 11 cents a car.

"This was the outgrowth of an urgent need," Mr. Frost explained. "We are confronted with the necessity of handling seventy and more cars a day and could not do so under the old plan. Our customers became impatient at the delay and we were in danger of losing business. The new system is built on the same plan as the conveyor system in manufacturing. The advantages of it are the speed with which we can turn out the jobs, and the low cost by reason of the time and labor saved.

"There are four units operative in the system. One man greases certain fittings of the first car, while a second man takes care of filling tires with air, inspecting batteries, etc., on a second car that has already passed the first mechanic. While one car is going on to the line a fourth car is about to come off, there being four on the line at one time with four men working on them.

"The lubricating system is quite flexible, however. When the occasions require, more men can be placed on the line, and, when lubricating business is slow, one or more can be diverted to other shop work, so that the line method does not committ us to having idle mechanics during dull periods."

Educational Series

Second-Hand Car Takes U. S. Senator To White House

Unused Mileage

Just Waiting for

The Proper Owner

IT'S remarkable the number of automobiles traded in years before their maximum mileage has been delivered. In many instances the car has always been owner driven and handled with the utmost care. Mechanically it is sound, and only requires an inspection by a responsible motor car dealer (a member of the Newark Automobile Trade Association). It is interesting to glance at the inspection card of one of these concerns. It entails inspection over every unit of the car and consequently all guesswork is eliminated. The authorized dealer has the facilities and organization to return the used car to its original new car performance and as a further assurance that his car is ready for a good many thousand miles of dependable transportation he backs up his claim with a written guarantee. And is very happy to do so.

The used car when sold by a responsible dealer has been reconditioned, is just nicely broken in, you have saved the depreciation, your mileage is costing you very little and you have a motor car that, because of its excellent condition, can always be traded at very close to the price you originally paid for it. Best of all, you have the satisfaction of knowing you have made your purchase from a dealer who has a definite purpose—to sell transportation that is DEPENDABLE, and is interested in the car's performance long after the sale has been consummated. The automobile business has been his life's work and he intends to continually build customer confidence.

Buy your used car from an authorized dealer and you buy comfortable, dependable transportation.

IN A CAMPAIGN to educate the public to buy used cars from an authorized new car dealer, the Newark Automobile Trade Association of Newark, N. J., is running a series of "Unused Mileage" ads. The ad combines neatness and effort to show that used cars are dependable when purchased from a dependable dealer. The ad reproduced here is four columns by twelve inches

Chevrolet Dealers Holding Sessions Throughout Nation

JACKSONVILLE, Fla., Dec. 11.—**Five hundred Chevrolet dealers and their associated bankers in Jacksonville met recently in an all-day session with the executives from the home office and were told plans and policies that have been outlined to make 1931 the equal of any past normal year.**

The Jacksonville meeting was the ninth of fifty similar meetings being held in as many key states from coast to coast, and which will be attended by the company's entire sales organization.

The Chevrolet show was something new in footlight presentations, surpassing in magnitude and completeness any business show ever held here. A picked cast of executives presented the skits and playlets which, with the movietone, made up the performance. Every art and artifice of the theater was employed to make possible the effective staging of the program.

In addition to L. B. Costley, regional manager of Atlanta, the following central office officials were present: R. K. White, advertising manager; W. J. Kane, sales promotion department; J. J. Dobbs, service promotion manager; H. E. Sneathen, assistant manager truck department; C. J. Seibert, regional accounting manager; J. H. Blackmore and W. J. Kennedy, General Motors Acceptance Corporation, and J. I. Brown, C. E. Cowes and J. J. Adams of the Motor Accounting Company.

The official party left for Columbia, S. C., to hold a similar meeting in that territory.

700 Meet in Omaha

Omaha, Neb., Dec. 11.—Between 600 and 700 dealers from Nebraska, western Iowa and part of South Dakota attended the annual Chevrolet business meeting and luncheon here. H. J. Klingler, vice-president and general sales manager of the Chevrolet Motor Company, and a dozen other heads of departments from the factory were present, bringing with them two carloads of special stage props and equipment used for the purpose of illustrating their talks. Outlining of sales plans for the coming year and modern methods of selling were the themes of the conference.

Other factory representatives present besides Mr. Klingler included M. D. Douglas, general parts and service manager, Detroit; L. G. Cooper, regional sales manager, Chicago; Sidney Corbett, manager commercial car department, Detroit; J. E. Johnson, manager of dealer finance and business management, Detroit; N. C. Dezendorf of the General Motors Acceptance Corporation, Detroit; L. I. Linehan, Motor Accounting Company, Detroit; J. H. Desch, Jim Handy Corporation, Detroit; O. A. Moore, sales promotion department, Chicago, and C. C. Barnes, parts and service manager, Janesville. T. F. Kinman, manager of the Omaha zone, was in charge of arrangements.

Car Dealers Stage Drives For Service Business, Oil Survey Shows

NEW YORK, Dec. 11.—From a recent survey conducted by the National Petroleum News, it is evident that motor vehicle dealers are going after service harder than they have done in the past. This survey covers, naturally, the efforts that are now being made by vehicle dealers to get lubrication service into their shops, instead of permitting it to go, as it has largely in the past, to oil company and independent service stations.

This survey coming from a publication serving the lubricant industry, is welcome confirmation of the growing desire of the vehicle dealers to get all branches of service work into their own shops. This is a development that the Automotive Daily News has urged upon its dealer readers for many years. It is a pleasure to receive this confirmation of the hope that the campaign is bearing fruit.

The report of the National Petroleum News is as follows:

"Automobile manufacturers plan to urge their dealers to pay more attention to lubrication than in the past, but the oil industry need fear no immediate general loss of lubrication business to the car dealer's service station.

"This assertion is made after interviews with service managers of manufacturers whose sales this year are between 85 and 90 per cent. of all automobiles sold in the American market.

"The service managers believe, most of them said, that the car dealer's service station is the proper place for the owner to take his car, but a majority realize that car dealers cannot hope to get more than a small percentage of their car customers back for periodic lubrication service with their present set-ups for such service.

"There is a surprising amount of frankness by service managers of most car manufacturers in discussions of automobile lubrication and who should do it.

"It is the general opinion that oil company lubrication work is the result of a weaknes in the marketing set-up for automobiles. When car sales were booming, and hundreds of thousands of new owners were being enrolled each year, the car dealer had little time and less inclination to look to service other than mechanical.

"Then was the time dad spent Saturday afternoon or Sunday morning with an oil can, going over the pride of his heart. Later, when high-pressure lubrication came in, he substituted the small grease gun and a can of No. 3 cup grease for the oil can.

"With high-pressure lubrication came the lubritorium, first a crude affair outdoors with a rack built of rough lumber. Then followed some indoor installations, usually pits. Today we have the specially designed lubrication station or wing to a service station. These usually have mechanical lifts or ventilated pits with specialized tools, and drain oil and grease lines, so the work may be done quickly.

"The lubrication work quickly passed to the stations of the oil companies who were alert to a developing market. The car manufacturers paid little attention to this non-mechanical but necessary service until about two years ago, when a manufacturer of lubrication fittings and tools sold the Ford Motor Company a merchandising plan by which Ford dealers were expected to get frequent contacts with their car customers and also to increase the revenue of their service stations.

"Ford has since dropped this merchandising plan, but its dealers have been urged by the home office to maintain frequent contacts with customers by having some means of bringing car buyers back to their service stations. Most Ford dealers consider any Ford company suggestion a mandate. As a result they installed lifts at conspicuous and convenient places in their service stations this year and in 1931 they will probably install some lubrication system standardized for Ford dealer service stations. Some sort of lubrication merchandising plan will be decided on by Ford in the next two or three months, it was said at the Ford offices at Dearborn.

"Chevrolet service calls for a contact with car buyers at least once in sixty days. This company's follow-up system, drafted for its dealers, provides for a telephone call on all buyers every two months, with a mail follow if the buyer cannot be reached by telephone, or if he fails to call at the dealer's station after setting a date by telephone to call.

"Chevrolet also is advising dealers to place their lubrication equipment where it is handy for the customer and where advantage may be taken of the curiosity of most car owners to see the lubrication job done. The company found, by removing the lift of one Chevrolet dealer in Detroit from a dark corner in an upstairs room to the ground floor, where it may be seen by customers when they enter a dealer's station, that the volume of brication work secured was greatly increased.

"Chevrolet has also published a brochure for dealer station managers and service salesmen, telling them how to contact customers for lubrication work secured was greatly ized its lubrication at $1 and also is featuring the fact the work will be done while the car owner waits.

"Fords and Chevrolets have made up about 65 per cent. of the total new car sales this year. Most dealers have sold enough cars this year and last, so that they could afford to have one man spend his whole time in lubrication work if a considerable portion of their customers can be induced to return regularly for lubrication service.

"It is recognized, however, that not many car owners will drive far out of their road to visit a dealer's station unless they seek mechanical service. However, the fact has been stressed, and probably will be stressed considerably more in the future, that dealers' service men are trained especially in the particular make of car and are more competent to lubricate that car correctly than the corner filling station operator who has only a superficial knowledge of most cars.

"Against this contention the oil companies that have taken lubrication work seriously and have invested many thousands of dollars in it, point out that their men are supplied with detailed lubrication charts and are trained to use lubricants developed for their particular tasks. These oil company sations, it is pointed out, are not to be confused with the corner filling station operated by some individual who may be in the oil business this year and in something else next year.

"The assertion was refuted that dealers in high priced cars have always been able to get their customers back for lubrication service. Service managers for makers of three high-priced cars in Detroit said they believed the returns of owners of high priced cars for lubrication was no more proportionately than for owners of low and medium-priced cars.

"Some dealers of high-priced cars, one service manager said, discouraged the return of buyers of old model used cars to their stations because the appearance of a weather worn vehicle among bright new models was akin to a poor relation attending a society girl's debut.

"However, with the improvement

(Continued on Page 4)

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Rumors and Sech

ALWAYS a prodigious creator of rumors and stories embodying half truths, the automotive industry is outdoing itself at the present moment. The palm for being the unwitting father of more rumors than any other industrial organization in the world will probably have to go to the Ford company. The importance of this organization naturally enough makes it fair game for the rumor mongers. Furthermore, the company's undeviating policy of never paying attention to rumors, either in denial or confirmation, makes the task of the rumor monger busy with the name of Ford a pleasant one.

However, rumors do not stop at Ford activities. Almost every company is victimized at one time or another. At the moment some person or persons unknown has started a series of stories pretending to chronicle the immediate future activities of the Auburn organization. Suffice it here to say that the stories so far flying about are incorrect in various essential details.

Of course the Automotive Daily News knows the truth or falsity of these rumors and half truths. The manufacturers keep us informed as to their impending activities, with the stipulation that we release it only when they can give us the complete and authentic story. Our readers may be assured that the Automotive Daily News will keep them informed regarding all important developments in the industry as soon as they are ready for announcement.

Watch This

IN a very recent issue of the Automotive Daily News there appeared an item, which may have escaped the particular attention of some of our readers, but which chronicled a happening having possibilities that we believe are fraught with interest to every one in our industry.

This item noted the fact that State Senator Kenneth S. Wherry of Nebraska, himself an automobile dealer, had queried the State Railway Commission concerning the jurisdiction of that body over railways which accept shipments, after they have been warned by the consignee that he will not pay for them when they arrive. The State Railway Commission refused to assume responsibility in this case. Behind this lies a tale.

Senator Wherry, as we mentioned, is an automobile dealer. His contract as a dealer called for acceptance of a certain number of cars during a stated period. He was unable to sell this number of vehicle units in the time given and warned the railways that he would refuse to accept them if they were shipped. In spite of this warning the railways accepted the shipments, and when the dealer refused them demurrage charges began to pile up.

Senator Wherry argues that when the railways had been notified by the consignee that the shipments would not be accepted, the rail carriers accepted the consignments at their own risk. The obvious inference is that the demurrage charges are inequitable and should not have been made.

The State Railway Commission decided that it lacked jurisdiction in the case, which should be decided by the courts.

Surely there is the making here of a very pretty court case, which may eventually reach the Supreme Court of the United States, since the matter is largely one of interstate commerce. If the case proceeds as it bids fair to do, it will be of very real personal interest to every dealer and manufacturer in our industry. The Automotive Daily News will watch the development of this case for the benefit of its readers.

ONLY about three weeks to the opening the New York show. The financial and commercial world is watching us this year. An outstanding success for the national show will be hailed as the beginning of a swifter upturn. Let's go.

CAR DEALERS STAGE SERVICE DRIVES

(Continued from Page 1)

of design in cars and the need for less mechanical service each year, dealers are finding that something must be done to give profitable employment to a station personnel that must be maintained if the dealer is ready to serve whenever a customer for adjustments or repairs comes in.

"Manufacturers also realize that the quality and completeness of service their dealers are able to give customers are important factors in sales of new cars. The possibility of extending sales to persons who have not previously owned cars is becoming less each year, although the number of non-owners is still unexhausted. The manufacturers see no better way of getting repeat owners than by maintaining periodical contacts and favorable impressions with present owners by doing a good lubrication job for those present owners.

"Although no definite plans seem to have been adopted by most car manufacturers to get their customers into dealers' stations for lubrication, the manufacturers are giving deep thought to the possibilities and many probably will adopt a lubrication merchandising plan before 1931 is over.

"But, whatever may be done, our industry is assured that no manufacturer will make specific recommendations as to the brand of oil or grease to use. Several manufacturers in the past have made specific brand recommendations but they admit they have learned a lesson.

"They are out to maintain the friendship of the oil companies. Specifications and not brands will be their limit.

"Almost all express a willingness to co-operate with the oil companies in developing the proper kinds of lubricants for the various bearings of their cars.. One suggested a central clearing house where such development might be worked out by the oil and automobile industries, such as the Society of Automotive Engineers.

"But if the manufacturers are not able to get all their dealers to solicit lubrication work, enough will go after the business on the basis of expert knowledge of the cars they sell to make oil companies hustle to increase their present volume."

COMING EVENTS

DECEMBER

12—Portland, Ore. Society of Automotive Engineers Section meeting.
15—Cleveland, O. Society of Automotive Engineers Section meeting.
17—Toronto, Canada. Society of Automotive Engineers, Canadian Section meeting.
motive Engineers Section meeting.
18—Indianapolis, Ind. Society of Auto-
6-17—Brussels, Belgium. Automobile Exhibition.

JANUARY

3-10—New York. National Automobile Show.
5—New York. Rubber Manufacturers' Association convention.
6—New York. National Automobile Chamber of Commerce annual show banquet at Hotel Commodore.
5—New York City. National Automobile Dealers' Association convention.
7-10—East Orange, N. J. Automobile Show of the Oranges and Maplewood.
8—New York City. Society of Automotive Engineers' annual dinner.
10-16—St. Louis, Mo. National Roadbuilders' show and convention.
10-17—Buffalo, N. Y. Automobile Show.
10-17—Milwaukee, Wis. Automobile Show.
10-17—Philadelphia. Automobile Trade Association annual show.
10-17—Newark, N. J. Automobile Show.
11-17—Cincinnati, O. Automobile Show.
13-17—Evansville, Ind. Automobile Show.
17-24—Boston. Automobile Show.
17-24—Detroit, Mich. Annual Show, Convention Hall.
17-24—Hartford, Conn. Automobile Show. at state armory.
17-24—Montreal, Can. National Motor Show of Eastern Canada at Stadium.
17-24—Baltimore, Md. Automobile Show.
17-24—Pittsburgh, Pa. Automobile Show.
19-22—Chicago. National Wheel and Rim Association convention at Edgewater Beach Hotel.
19-23—Detroit, Mich. Society of Automotive Engineers' annual meeting.
19-24—Louisville, Ky. Automobile Show.
19-24—Rochester, N. Y. Automobile Show.
24-31—Chicago, Ill. National Automobile Show.
24-31—Cleveland. Automobile Show.
24-31—Washington, D. C. Automobile Show
24-Feb. 1—Los Angeles. Automobile Show.
26-27—Chicago. National Automobile Dealers' Association convention.
26-31—Springfield, Mass. Automobile Show.
26-31—Syracuse, N. Y. Automobile Show at Armory.
26-31—Portland, Maine. Automobile Show at Exposition Building.
31-Feb. 7—San Francisco. Automobile Show.

FEBRUARY

Jan. 31—Feb. 7—St. Paul, Minn. Northwest Automobile Show, jointly sponsored by St. Paul and Minneapolis at the Minnesota State Fair Grounds.
2- 7—Scranton, Pa. Automobile Show.
2- 7—St. Louis. Automobile Show.
3—Minneapolis. Auto Trade Association convention.
7-14—Los Angeles. Automobile Salon.
7-14—Kansas City. Automobile Show.
9-14—St. Petersburg, Fla. Automobile Show at Winter Garden.
9-14—Denver, Colo. Automobile Show.
11-13—Chicago, Ill. American Society of Mechanical Engineers' fuel meeting.
14-19—Indianapolis. Automobile Show at State Fairground.
14-21—Providence, R. I. Automobile Show.
14-21—Omaha, Neb. Automobile Show.
16-20—San Francisco. Society for Steel Treating National Western Metal and Machinery Exposition.
21-28—San Francisco. Automobile Salon.
21-28—Quebec, Canada. Automobile Show.
23-28—Des Moines, Ia. Automobile Show at Coliseum.
24-March 1—Seattle, Wash. Automobile Show at Civic Auditorium.
25-March 2.—Camden, N. J. Automobile Show.

MARCH

6-15—Geneva, Switzerland. Eighth Swiss International Automobile Show.
7-14—Brooklyn, N. Y. Automobile Show.

MAY

4- 9—Charlotte, N. C. Good Roads Convention.
9-Aug. 9—Berlin, Germany. International Garage Exposition.

KELLY-SPRINGFIELD HAS DULUTH WAREHOUSE

Duluth, Minn., Dec. 11.—Paramount Service, Inc., jobber and retailer of automotive accessories at 521 East Superior St. in Duluth, has been appointed Duluth warehouse for Kelly-Springfield tires and accessories serving northern Minnesota, Wisconsin and part of northern Michigan. In the spring of 1931 this company plans an expansion program in its tire department, which includes adding more machinery and employees.

C. W. ROBERTS APPOINTED TO A. A. A. COMMITTEE

Richmond, Va., Dec. 11.—C. W. Roberts, Greensboro, N. C., has been appointed one of a national committee of the American Automobile Association to study every type of motor vehicle levy and to develop a formula to assure equitable taxation for the car owners, the American Automobile Association announced. This announcement was made coincident with a statement that a preliminary estimate of motor vehicle taxes for 1930 shows that on the average the car owners will pay approximately 14 per cent. more this year than they paid in 1929.

Contemporary Comment

"THE week's developments in iron and steel have been preponderantly favorable and the industry, although chastened by repeated disappointments during the year, has gained in confidence. While steel ingot output in November declined to the lowest level since July, 1924, and some further recession this month seems inevitable, there has been a gradual gain in demand for forward delivery, strengthening expectations of an upturn in production early next year.

"The unfilled tonnage of the Steel Corporation undoubtedly increased in November, possibly by as much as 150,000 tons. A leading independent maker of sheets has had a better volume of orders in the past three weeks than for any similar period in several months. Although improvement in business has been slight in some cases and has not extended to all products, the trend now seems to be definitely upward.

"The tendency has been given impetus by last week's advance of $1 a ton on plates, shapes and bars for first quarter shipment. Specifications against fourth-quarter commitments have been stimulated, especially for deliveries in January. At the same time first quarter contracts for these products, as well as for sheets, are beginning to be closed. Some consumers, in fact, are trying to buy sheets through the first half of 1931.

"Rail contracting, which ordinarily gets into full swing in October, now gives promise of getting under way without further delay. The New York Central has put out a formal inquiry for 170,000 tons, or 45,000 tons more than expected, and will also enter the market for 25,000 tons of splice bars. The Pennsylvania's inquiry for 200,000 tons of rails will be issued this week. The two months' postponement of the bulk of rail and track accessory buying will concentrate demands that otherwise would have been spread over a longer period.

"A large part of the domestic tin plate contracting for the first half of 1931 has been completed. Tin plate requirements of can manufacturers have been consistently gaining 10 per cent. annually and this rate of increase is expected to be maintained next year.

"Pipe lines, which have taken much steel in the past year, promise to give the mills renewed support. Three gas lines, now before the trade for figures, call for a total of 1,000 miles of pipe, requiring 110,000 tons of steel. Another sizeable inquiry is in early prospect.

"Steel ingot production is estimated at 38 per cent., against 39 per cent. last week, with the rate of the leading interest probably three or four points higher than the general average.

"Finished steel and heavy melting scrap make new 1930 lows this week and both are within close range of their lows in the 1921-22 depression. The Iron Age composite price for finished steel is 2.121 cents a pound, or just $2.46 a ton above the composite price of 1.998 cents a pound of late February and early March, 1922, while heavy melting scrap is down to $11.25, which is 25 cents a ton above its low point of July, 1921. Scrap has declined $2.50 a ton since mid-September. The pig iron composite price is unchanged at $16.02 a ton, also a 1930 low.

"New projects requiring fabricated structural steel total 91,000 tons this week, the largest since early in November. A considerable part of the prospective business is 20,300 tons for subway sections in New York and 27,000 tons for barges for the Inland Waterways Corporation, Pittsburgh. A bridge in St. Louis calls for 6,500 tons and a building in Chicago for the Illinois Motor Association Club, 2,000 tons.

"Awards of the week are also larger than usual, totaling more than 53,000 tons. Included are 15,000 tons for a section of the New York elevated express highway, 5,000 tons in an office building for the House of Representatives, Washington; 4,825 tons in a section of Philadelphia subway, and 4,300 tons in a viaduct over Market Street, West Philadelphia, for the Pennsylvania Railroad."—**Weekly Market Summary of Iron Age.**

WEEKLY BUSINESS INDICATORS

REPRODUCED BY ARRANGEMENT WITH THE SURVEY OF CURRENT BUSINESS

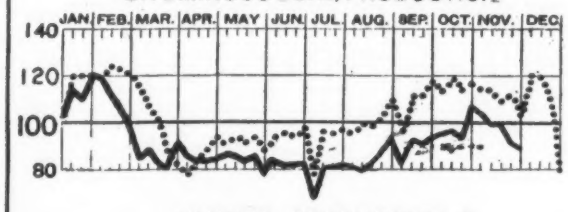
U. S. DEPARTMENT OF COMMERCE

DATA PLOTTED, WHERE AVAILABLE FOR WEEK ENDING DECEMBER 6, 1930

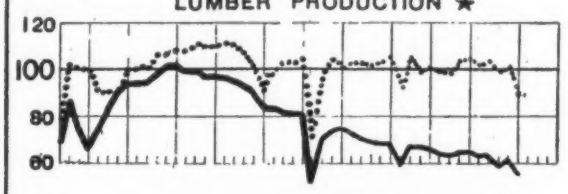
WEEKLY AVERAGE, 1923-1925, INCLUSIVE = 100

~LEGEND~
..... 1929
——— 1930

BITUMINOUS COAL, PRODUCTION



LUMBER PRODUCTION ★



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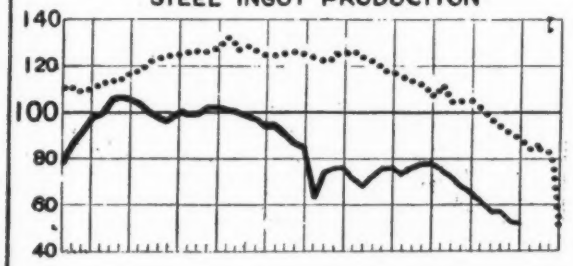
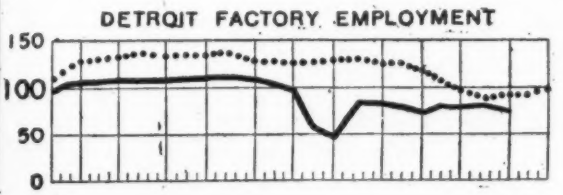
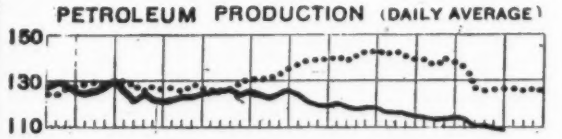


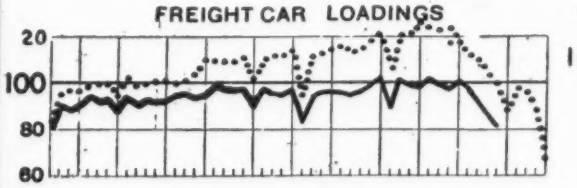
DETROIT FACTORY EMPLOYMENT



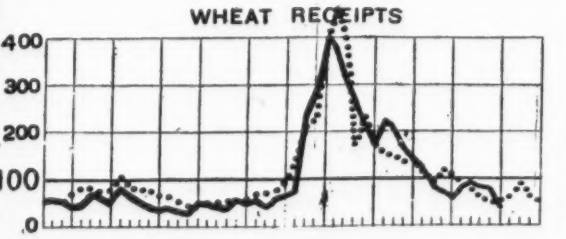
PETROLEUM PRODUCTION (DAILY AVERAGE)



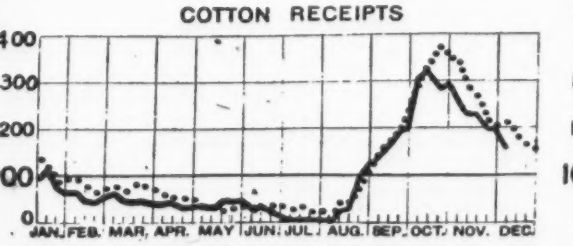
FREIGHT CAR LOADINGS



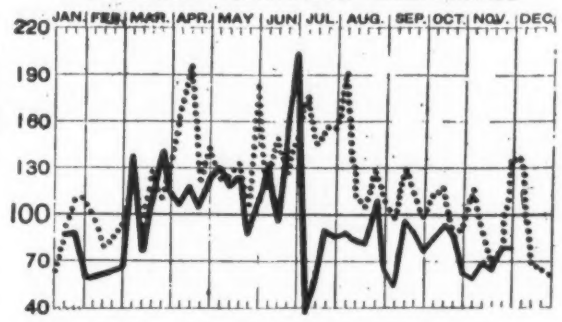
WHEAT RECEIPTS



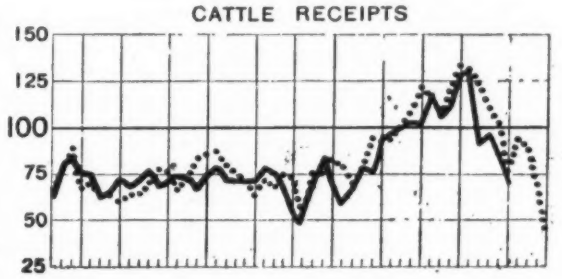
COTTON RECEIPTS



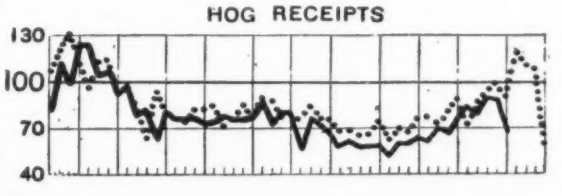
BUILDING CONTRACTS (DAILY AVERAGE



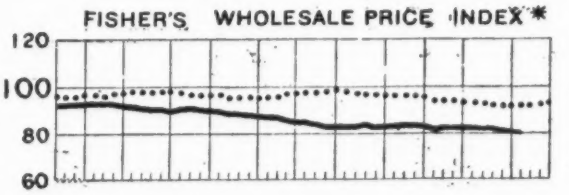
CATTLE RECEIPTS



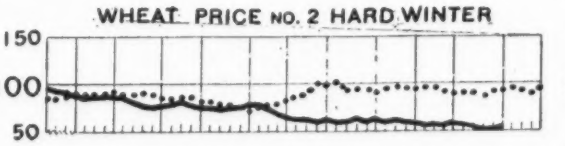
HOG RECEIPTS



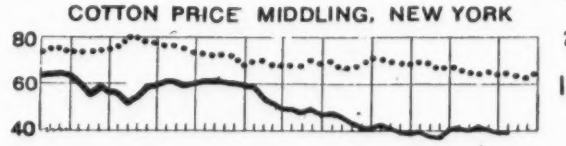
FISHER'S WHOLESALE PRICE INDEX*



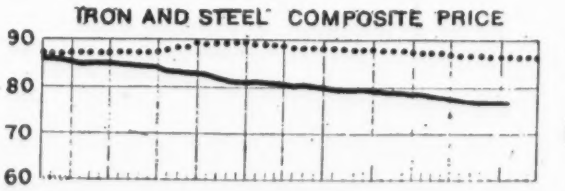
WHEAT PRICE NO. 2 HARD WINTER



COTTON PRICE MIDDLING, NEW YORK



IRON AND STEEL COMPOSITE PRICE



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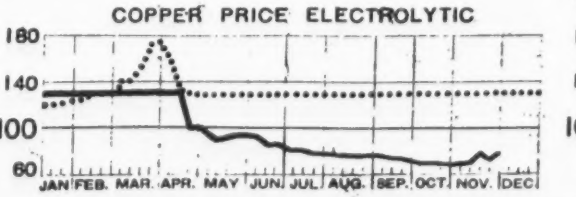
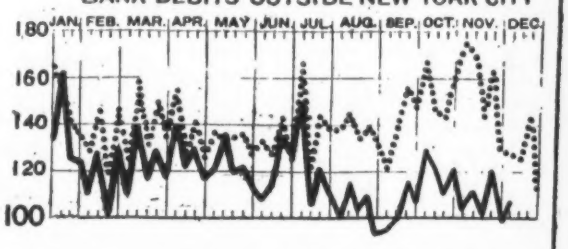
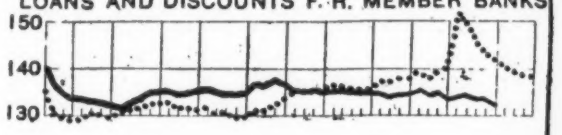


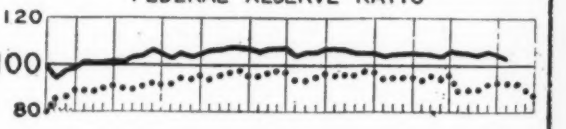
BANK DEBITS OUTSIDE NEW YORK CITY



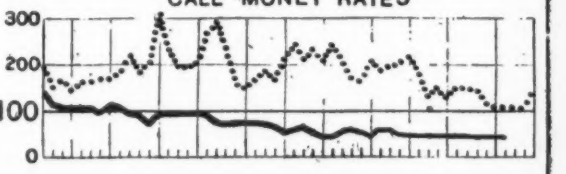
LOANS AND DISCOUNTS F. R. MEMBER BANKS



FEDERAL RESERVE RATIO

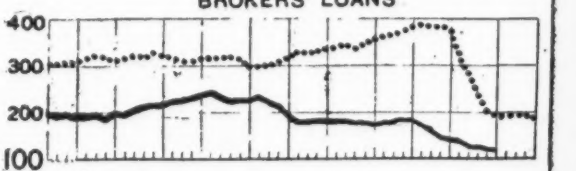


CALL MONEY RATES

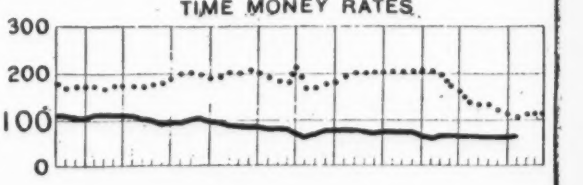


STOCK PRICES

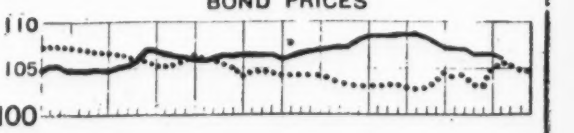
BROKERS' LOANS



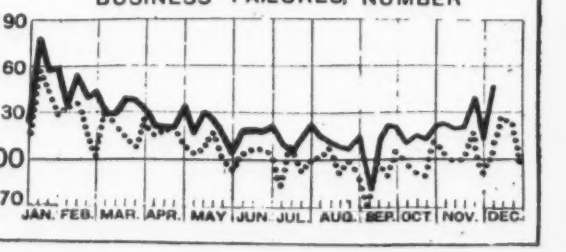
TIME MONEY RATES



BOND PRICES



BUSINESS FAILURES, NUMBER



★ RELATION TO WEEKLY AVERAGES 1927-1929 PER WEEK SHOWN.. * RELATIVE TO 1926 = 100

DREW MOTOR CO. NAMED OAKLAND REPRESENTATIVE

Newark, N. J., Dec. 11.—One of the most important announcements made in local automotive circles in years has been made by the Drew Motor Company. It has acquired the Oakland-Pontiac representation for the western half of Essex county, including the Oranges, Maplewood, Montclair, Glen Ridge, Verona and Caldwell, and associated as dealers will be such local organizations as C. S. McDonough, Inc., of Montclair; H. S. Johnson, West Orange, and the Community Motor Company, South Orange. The company was organized in December, 1923.

MASSACHUSETTS MOTORS OPENS NEW BRANCH

Boston, Mass., Dec. 11.—A new downtown branch has been established by the Massachusetts Motor Car Company, Dodge distributor, at 700 Commonwealth Ave., for the sale of used cars.

NEW DODGE DEALER AT LONG BEACH, CAL.

Long Beach, Cal., Dec. 11.—Arrow Motors, Ltd., 56 American Ave., has been appointed Dodge Brothers and Plymouth dealer. The company is already Pierce-Arrow distributor for this territory.

CLASSIFIED ADVERTISEMENTS IN THE AUTOMOTIVE DAILY NEWS BRING RESULTS

Production -- Engineering -- Factory -

Dynamic and Static Balancing of Internal Combustion Engines

By H. O. HANAWALT

Engineering Specialty Co., Seattle, Wash.

The following, in part, is a paper presented before the Northwest section Society of Automotive Engineers, Seattle, Wash.:

IT is the intention of the following discussion to present briefly a study of vibration and dynamic and static balancing, which will be of interest to men engaged in the field of internal combustion engines and the automotive business. No attempt will be made to delve into the intricacies of theoretical analysis presented by this subject.

Among the causes of vibration in machinery are: Misalignment of the bearings or couplings, bent or warped shafts, eccentricity of the journals, bent couplings, shifting elements in the rotating body, loose bearings, displacement of the center of gravity of a rotor, due to changes in temperature, and critical speed conditions produced by harmonic vibrations of the supporting foundation or structure. However, mechanical unbalance will be found the source of more vibratory conditions than all the combined factors just mentioned. And also it is often difficult to demonstrate that a disturbance is not caused by unbalance, even when another condition is responsible. Of the various factors mentioned as causing vibrations, several of these are in turn developed and built up by mechanical unbalance.

The chassis of a car on rubber tires with a body mounted on it is a highly elastic system. This chassis has a period of vibration all its own and also contains a whole series of such periods. An unbalanced engine speeding from low speed up to its greatest speed passes through these free periods of the chassis, coming into synchronism with each. Thus several "critical" points are passed and often one of them is the average operating speed of the car. It is only possible to relieve this situation by a carefully balanced engine. The fact that these vibrations are not relatively large at certain high speeds does not indicate that there is no unbalance. Obviously the centrifugal forces are still there, constantly wearing down bearings.

One type of vibration in an internal combustion engine which is hard to combat is the torsional type. Simply stated, this is due to the explosions and the lapse of time between them. This type is only a problem when a low number of cylinders is used and also at slow speeds. It decreases as the speed increases. The fly-wheel and forward dampener or balancer are very efficient in combating this type of vibration.

It has been clearly demonstrated that well balanced engines produce more power in automobiles, racing cars and motor boats.

The old method of classifying "static" and "dynamic" unbalance was to distinguish each by calling them "standing" and "running" unbalance. Static unbalance develops centrifugal force, acting in an axial line perpendicular to the axis of rotation. Dynamic unbalance develops two forces, the resultants of smaller separate forces, called couples, pulling in an oblique line out from the center of gravity of a rotor on opposite sides of the circular path of rotation. A rotor which is statically out of balance can be entirely corrected by mounting the shaft on parallel rails, or knife edges, to diminish friction and allowing the heavy side to roll to the bottom, thereby determining the position and amount of the compensating weight. This compensating weight should be applied directly in an axial line and opposite the heavy mass producing the static unbalance. If dynamic unbalance is present, the above method will not correct it, and, in fact, can often increase the dynamically unbalanced condition. A rotating body which is thus unbalanced has its heavy masses on opposite sides of the circle at the two ends. These may be the same in magnitude and thus allow the static condition to be perfect. However, when in operation each mass pulls in the opposite direction at either end, causing a wobbling effect. It is not hard to imagine the case where by adding weight for static correction or making the two sides of the rotor even the dynamic condition on the side with the smaller mass producing unbalance is increased. When these conditions exist it is necessary to make corrections as nearly opposite axially as possible at each end. The usual rotating member having a body of considerable length, such as a crank shaft, contains a combination of static and dynamic unbalance before blancing. A body of short limits, such as a narrow flywheel, will have only static unbalance.

Here, the author showed the magnitude of unbalance of rotating parts based on the application of the law of centrifugal force. Figures were given for an ounce unbalance at varying speeds. For example, it was shown that an ounce unbalance acting through a 12 inch radius exerted a force of 21 pounds at 1,000 r. p. m., while this same unbalance acting through the same distance at 4,000 pounds amounts to 340 pounds.

It is evident that small amounts of unbalance in the crank shaft or fly wheel can cause much vibration in any automobile. One quarter of an ounce at each end of a crank shaft will develop about twenty-four pounds centrifugal force at 3,000 r. p. m. which is from 50 to 75 per cent. of its weight.

In balancing the crank shaft there are two general methods. The first method consists in compensating separately for the static and dynamic unbalance. The second method allows the mechanic to compensate for both types at once. Under the first method, the crank shaft is rotated for static correction only. This is usually made by uniform removal of weight all along the horizontal line on a heavy side. Then pure dynamic balance only is present, which is corrected by removing weight in one position at each end, being 180 degrees apart. Under the second method, one end of the crank shaft is balanced at a time, determining the amount of correction each requires separately. Calculations are then made to find out the amount each end affects the other end, which amounts are deducted or added as the case may be and the final corrections carried out. The first method is often used in factories where rapid production is of prime importance Static unbalance is first eliminated, after which the job is checked for dynamic unbalance and this as compensated for, if of sufficient degrees, according to adopted standards of accuracy. When it is desired to remove the minimum amount of metal in correction the second method seems advisable.

The highest class of balancing machines today are so built and operated that the piece to be balanced does not require a full speed running test. Due to springs used in construction and support, the critical speeds, producing the maximum readings, are reached at a low number of revolutions in comparison to the actual speed. It is possible to obtain an accuracy of one-hundredth of an ounce at the rim of a fly wheel or crank shaft by rotating the object not to exceed 250 to 300 revolutions per minute. This eliminates danger, time and strain to the machine and operator.

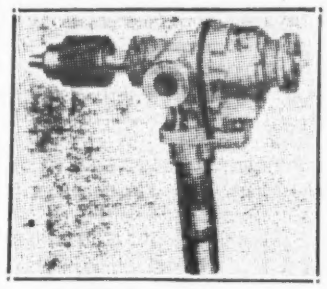
Experience with various different crank shaft and fly wheels has led to the conclusion that the rotating parts of none of the ordinary cars are balanced to a sufficient degree to eliminate all possible vibration. And again that the weights of the reciprocating parts are not held uniformly to a sufficient degree.

The need of balancing is directly proportional to the speed of a rotating member. Formerly speeds of 1,000 to 1,500 revolutions per minute did not require extreme accuracy in balancing. Today these speeds have increased to 3,500 and 4,000 revolutions per minute for pleasure cars and on up to 6,000 and 7,500 revolutions per minute for racing cars, boats and special type of engines. Consequently the balance of an engine determines its smooth operation to a large degree.

Factory balancing is now highly developed along lines of rapid production. Several types of dynamic and static balancing machines are built, and each rotating part is handled on a special machine, so constructed as to facilitate quick turnover. Crank shafts are usually balanced on horizontal machines, flywheels are often mounted so that they spin in a horizontal plane. The mechanics employed in balancing work at the larger factories often work on a bonus arrangement,

(Continued on Page 7)

NEW AIR TOOL



MODEL B-O rotor air tool

The Rotor Air Tool Company, Cleveland, O., recently introduced its new "B-O" tool. This air tool is designed for polishing, wire brushing, rubbing and light sanding operations, nut setting and drilling. Equipment for the uses specified is available from the manufacturer. For drilling, the chuck used is ⅜-inch capacity. The tool weighs six pounds. It may be obtained to operate at 1,000, 1,500 or 2,000 revolutions per minute, as specified.

Meet the Engineers

TO acquaint its readers with the important, but unsung, members of the automotive fraternity—the engineers who design and build the nation's cars—Automotive Daily News is publishing a series of brief biographies of the engineers of companies producing automobiles, automotive equipment, parts and accessories. These biographies will cover the training and experience of leading engineers and their outstanding contributions to the progress of our industry.

G. A. GEMMER, chief engineer of National Motors Manufacturing Company, Irvington, N. J., manufacturer of Day-Elder trucks and buses, started his engineering career in 1899. He successfully patented numerous inventions and improvements relating to engines, steering gears, brakes, etc., as well as other items. At the age of 14, Mr. Gemmer patented his first invention, a form of house roofing, which was in extensive use for a number of years. He is a graduate of Purdue University, Lafayette, Ind., having completed the four-year mechanical engineering course in three years. He was made a

G. A. GEMMER

member of the Honorary Engineering Fraternity of Tau Beta Pi. After six months in his first position with M. C. Bullock Co., Chicago, manufacturer of steam engines and mining machinery, Mr. Gemmer became affiliated with a prominent consulting engineer as designer of automatic machinery. Realizing the important part that the gasoline engine was to play in the automotive industry, he next obtained a position as designing engineer with the Pierce Engine Co., of Racine, Wis., where he acquired a wide experience in the field of gasoline engines and personally designed several new ones. We next see Mr. Gemmer as president, chief engineer and sales manager of the Gemmer Engine Co., which he organized to build a full line of stationary engines. While in this capacity he successfully incorporated a number of his patents in the design of these engines. Under his sole guidance this company grew rapidly and in 1903 began building engines on contract for outstanding automobile manufacturers.

The growth of the company continued rapidly, and in 1905 Mr. Gemmer invented and patented the steering gear known as the "Gemmer Adjustable Gear." It was through Mr. Gemmer's personal efforts that this gear was readily adopted by perhaps 50 per cent. of the manufacturers of the better cars made at that time.

By 1907 the company had become so prominently known that a new and larger company was formed, the Gemmer Manufacturing Company. This new company, in taking over the old, chose Detroit as its site, because this city was fast becoming the automobile center of the world. Mr. Gemmer became vice-president and general manager, and after four years sold his interest in the company and turned to general engineering work in the research department of the Ford Motor Company. Most of his time with the Ford Motor Company was devoted to the study of heat treating.

In 1916 the Day-Elder Motor Truck Corporation was formed in Newark, N. J., to build trucks and buses, and Mr. Gemmer accepted the position of chief engineer. The National Motors Manufacturing Company, successor to the Day-Elder Motor Truck Corporation, induced Mr. Gemmer to remain as chief engineer, where he has just completed the design of eleven new Day-Elder models.

WISCONSIN AXLES

have a notable record for sturdy efficiency, for lack of troubles, in every type of commercial service.

WISCONSIN AXLE CO.
Oshkosh, Wisconsin

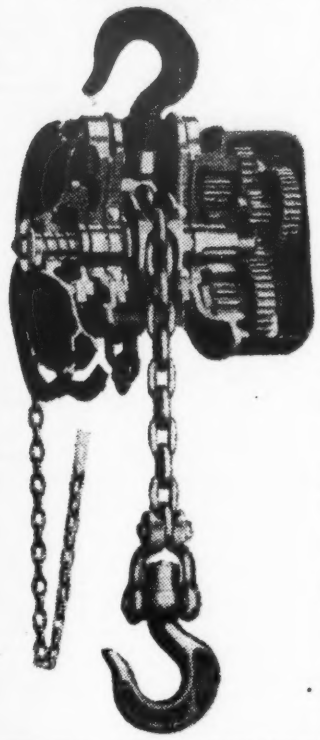
Cumulative New Commercial Car Registration Statistics, November, 1930

States	Autocar	Brockway-Indiana	Chevrolet	Diamond-T	Dodge	Essex	F. W. D.	Fargo	Federal	Ford	G. M. C.	International	Mack	Paige	Relay	Reo	Republic	Rugby	Sterling	Stewart	Studebaker	Whippet	White	Willys	Willys-Knight	Miscellaneous	Totals	States
Illinois	4		240	34	61				13	385	5	44	7		2	4		3	2				2	4		23	833	Illinois
Nor. Dak.			13		3			1		20		13				1					1						52	Nor. Dak.
Totals	4		253	34	64			1	13	405	5	57	7		2	5		3	2		1		2	4		23	885	Totals
Ill., 1929	3	2	173	20	59	1		10	5	620	31	68	6			30				3		16	12			95	1154	Ill., 1929
N. D., '29			44		6			1		61	1	19				1		1				5					139	N. D., '29
Totals	3	2	217	20	65	1		11	5	681	32	87	6	*		31		1		3		21	12	*		95	1293	Totals

*Not in production at that time.

Equipment - - - Development

YALE & TOWNE NEW CHAIN BLOCK



NEW Yale & Towne Spur-Geared Chain Block

Yale & Towne Manufacturing Company, Stamford, Conn., has just introduced a new line of spur-geared, ball-bearing chain blocks, which are built in three, five and six-ton capacities.

These chain blocks have been designed to give close head room and decrease the distance between the top and botom hooks. The planetary gear reduction in this new model is designed for four heavy steel gears cut from the solid blank. One-piece steel suspension plates support the large ball bearings, which use ten alloy steel balls, eleven-sixteenths of an inch in diameter, which carry the entire load. The driving pinion is a steel forging, machined all over. The pinion shaft rotates in bronze bushings.

A new electrically welded nine-sixteenths steel load chain was developed for these new units. The chain has an elastic limit of 16,200 pounds and an ultimate strength of 28,100 pounds.

STARRETT DEVELOPS NEW HACK SAW BLADE

L. S. Starrett Company, Athol, Mass., has developed its "Semi-flex" tungsten steel hack saw blade, designed to handle awkward blade-twisting jobs without breaking, and to cut thin metal without stripping the teeth.

PRODUCTION MEETING IN DETROIT

The production activity committee of the Society of Automotive Engineers has scheduled a production session at the annual meeting to be held in Detroit, January 19 to 23, 1931. The subject to be presented is: Controlling Factors in Machine-Tool Obsolescence. L. A. Blackburn of the Oakland Car Company, J. W. Brussel of the Timken Detroit Axle Company, and A. R. Fors of the Continental Motors Corporation will jointly discuss the problem.

CHANGES IN STEEL INDUSTRY

Changes in character of demand, in points of important consumption and in location and ownership of the steel plants, all have had an important influence on the steel industry, according to E. L. Shaner, editor of Steel, speaking before the Cleveland section of the Society of Automotive Engineers. The automobile manufacturers require highly finished sheets and strips—products which were almost unknown in 1900—as well as many varieties of carbon and alloy steels. Marked increases of consumption in southern Michigan, in northern Illinois and in Wisconsin have attracted many producers to the cheap land in northern Indiana and to the low-lying area between Toledo and Detroit, Mr. Shaner pointed out.

TORNADO HEAT BLOWER

BREUER No. 57 Tornado heat blower.

Breuer Electric Manufacturing Company, Chicago, Ill., has introduced its new Model 57 Tornado heat blower. This equipment consists of a heater, nozzle, blower and universal 110 to 115 volt electric motor, which operates directly from a light socket. The manufacturers claim that it develops a high degree of heat in less than sixty seconds. The heated air expedites the draining of the differential housing and transmission case. Other uses for this equipment include the thawing of radiators, brake drums, shackles, gasoline and oil lines and drying coils and distributor heads. It is a balanced tool and weighs six pounds. The price is $35.

Dynamic and Static Balancing of Internal Compression Engines

(Continued from Page 6)

whereby they receive extra money for all pieces handled over a given amount. Thus in one prominent factory the balancing expert turns out ninety crank shafts a day, receiving extra money for all over this amount. This speed means that he will average five and one-third minutes to each job.

The automobile manufacturer realizes the importance of the balancing of his engine and other rotating parts such as the gears, drive-shafts and wheels. Thus advertisements today feature the expression of "dynamically and statically balanced." It would be very interesting to know the degree of accuracy attained or the standards used in the various factories for comparative purposes. The finer cars have given careful attention in recent years to their wheels, fans and gears.

When an engine is taken down for repairs it is essential to keep in mind constantly the fact that if any work is done or replacement of parts made, balancing of such rotating parts should be carried out. If new connecting rods and pistons are returned, or especially if only part of them are renewed, they should all first be weighed and made even. This is not entirely sufficient, for the center of gravity of all the rods should be uniformly placed. This is not an impossible job and can be readily done. When the main bearings are ground or counterweights are removed and returned, balancing of the crank shaft and fly-wheel is strongly recommended. The crank shaft should be dynamically and statically balanced alone first. The fly-wheel and rotating part of the clutch assembly should be mounted on a mandrel and separately balanced the same as the crank shaft. Then the fly-wheel with clutch parts should be bolted to the crank shaft flange and the whole checked for unbalance. It is strongly recommended that the face and rim of the crank shaft flange be checked in a lathe when it is out for repairs. Also a check should be made to prove that the crank shaft is straight.

The flywheel and rotating clutch parts attached thereto are so bolted to the crankshaft flange as to be an overhung rotating mass. This subsequently imposes great stress and constant strain on the after main bearing. It is, therefore, exceedingly important to have these parts correctly balanced. The flywheel at this end assists in absorbing torsional vibration. Within the past few years the manufacturers have added a vibration dampener of various designs at the front end of the crankshaft. This is very desirable. These forward rotating wheels are often of considerable mass and diameter and, therefore, should be accurately balanced independently before assembly on the crankshaft.

Various higher priced cars today use a crank shaft which in itself is not in mechanical balance. It contains certain counterweights, installed to compensate for the weight of the reciprocating masses directly opposite, consisting of the piston and a portion of the connecting rods. Thus the reacting forces produce less oblique strain on the crank shaft and more nearly solve the problem of perfect balance without internal strains. These weights are calculated from the combined weight of the small end of the rods and pistons, considering the center of gravity. Often two-thirds of these combined forces are compensated for at the opposite side. Different types of engines vary this percentage. The primary reason for not compensating for the entire mass of piston and upper rod is found in the fact that while they operate in a vertical plane only, the counterweights rotate in a complete circle, causing horizontal forces as well as vertical. Split or V-type engines complicate and change the proportion of counterweights to reciprocating parts.

This method of counterweights precludes any accurate balancing of the crankshaft independently on machines and necessitates close experimenting and checking in the engine under operating conditions to reach perfection. Machines are now used, being placed beneath the engine to assist in determining the correction necessary after the counterweights are installed. The crankpins in many ordinary crankshafts are so spaced as to have those opposing each other side by side. This method has proved quite satisfactory for allowing pistons and rods to balance each other. The counterbalanced crankshaft is superior to those without such counterweights, in that these added masses correct for a portion of the crankpin and crankweb, in an axial line with them and are not compensated for by another crankpin and web several inches along the crankshaft. It therefore follows that the care in design and construction of a crankshaft has much to do with the smooth continual flow of power in the engine. It can be clearly perceived that a perfect balanced system is impossible to design and build without the aid of positive and sensitive machines for locating and eliminating unbalance. Furthermore it is equally important to keep in mind these facts when engines are repaired and their balance effected.

METROPOLITAN S.A.E. HEARS PAPER ON AIRCRAFT RADIO

New York, Dec. 11.—The December meeting of the metropolitan section, Society of Automotive Engineers, was held last evening at the A. W. A. Building, at which Paul Goldsborough, vice-president Aeronautical Radio, Inc., presented the principal paper, "Aircraft Radio." This was followed by a talk on "The Application of Radio to Recent Airways Developments," by Charles I. Stanton, airways engineer, Department of Commerce. The type of apparatus developed, and installations in aircraft and at airports were shown and discussed by H. N. Willetts, commercial radio engineer, Western Electric Company.

An interesting feature of the meeting was a motion picture prepared by professors of the Imperial University, Tokio, Japan, in which by an ingenious use of smoke the behavior of air currents with relation to obstacles of various shapes was shown.

The meeting was preceded by a dinner, after which Austin Wolf, section chairman, turned over the meeting to Charles Froesch, vice-chairman, who took charge for the session.

It was announced that Harry L. Horning would discuss engines at the January 5 meeting of the section, which will occur during show week. At the same meeting Amos Northup will discuss automobile bodies.

I.C.C. GETS EVIDENCE OF HEAVY TAXATION ON MOTOR VEHICLES

Atlanta, Ga., Dec. 11.—Truck witnesses refuted railroad charges that trucks do not pay heavy taxes for the privilege of using highways in Georgia at the Atlanta hearing in the investigation of railroad-motor vehicle co-ordination by the Interstate Commerce Commission.

E. M. Cunningham, counsel of the Central Railway of Georgia, alleged unfair discrimination against the railways because they had to pay for and maintain their rights of way while trucks and buses use highways provided for them by the public. He said that in 1930, 890 trucks operating under certificates from the Georgia Public Service Commission had paid only $15,000 to the commission and that this represented all the taxes they paid. He asked for higher taxes and urged that all trucks, operated by private concerns or in public service, be required to operate only over regular routes and upon proof of public convenience and necessity.

E. S. Gambrell, Atlanta attorney, appearing for himself as a citizen, said that 69 per cent. of Georgia state revenues are derived from special motor vehicle taxes; that 57 per cent. of the state revenues are used for highways; that 3.9 per cent. are used to administer motor vehicle laws, and that accordingly 8 per cent. of special motor taxes is used for state expenditures other than highways and administration of motor laws. He saw no need for further taxation or regulation of motor vehicles.

L. C. Spring, general manager of Georgia Highway Express, Inc., said his company, operating fourteen trucks and seven trailers, alone paid over $8,000 in privilege fees and special motor taxes for the right to carry freight in Georgia. This amounts to 16 per cent. of his company's revenues, he said.

The hearing scheduled for New Orleans on December 3 was cancelled.

S. A. E. SECTION MEETING AT WASHINGTON POSTPONED

Washington, Dec. 11.—The Society of Automotive Engineers, Washington, D. C., section meeting has been postponed until Monday, December 15.

Cumulative New Passenger Car Registration Statistics, Nov., '30

States	Auburn	Austin	Buick	Cadillac	Chevrolet	Chrysler	Cord	DeSoto	Dodge	Durant	Essex	Ford	Franklin	Gardner	Graham	Hudson	Hupmobile	Jordan	La Salle	Lincoln
Illinois	25	8	235	61	791	116	8	71	156	21	137	1445	41	1	63	50	38		38	22
N. Dakota		1	9		113	7		1	9	4	4	103			1	1	1			1
Totals	25	9	244	61	904	123	8	72	165	25	141	1548	41	1	64	51	39		38	23
Ill., '29	26		484	97	1233	211	25	135	497	63	490	2529	43		103	238	156	5	126	24
N. D., '29	1		15	1	153	8		9	20	6	12	307			8	4	1		2	1
Totals, '29	27	*	499	98	1386	219	25	144	517	69	502	2836	43		111	242	157	5	128	25

States	Marmon	Nash	Oakland	Oldsmobile	Packard	Peerless	Pierce-Arrow	Plymouth	Pontiac	Reo	Studebaker	Stutz	Viking	Whippet	Willys	Willys-Knight	Miscellaneous	Totals
Illinois	21	213	31	116	128	6	20	105	94	43	205	5	17	21	33	26	7	4,418
N. Dakota		8	3	3	1			13	10		1		2	5	9			310
Totals	21	221	34	119	129	6	20	118	104	43	206	5	19	26	42	26	7	4,728
Ill., '29	50	283	82	213	179	14	22	165	266	49	184	18	14	122		37	15	8,198
N. D., '29	2	9	6	10				28	20		1		1	30		5	1	661
Totals, '29	52	292	88	223	179	14	22	193	286	49	185	18	15	152	*	42	16	8,859

*Not in production at that time.

CAR MANUFACTURERS CUT COSTS SHARPLY

(Continued from Page 1)

chassis and parts also have contributed to lower costs.

Early 1931 Sales Will Determine Outlook

The kernel of the whole situation is whether sales in the early months of 1931 will be commensurate with the reduced schedules which most companies are planning. At present, executives are banking on the hypothesis that, on the seven-year replacement theory, all, or at least 80 per cent., of the 4,000,000 cars produced in 1924 are ready for the junk heap.

For several years past the motor car market responded to intensive cultivation, more volume following more stimulation. The experience of 1930, however, has been the reverse. Most of the year has been passed reducing costs to where profits can be made on lower volume. That work practically has been completed, and the industry is at the point where any sustained rise in production, even though the curve runs considerably below past years, will be quickly reflected in profits.

INDIANAPOLIS GIVES JOBS TO 500 IN CITY PROJECTS

Indianapolis, Ind., Dec. 11.—Jobs for 500 workmen were made available in the various city departments this week. Co-operating with the employment committee of the Chamber of Commerce of which G. M. Williams, president of the Marmon Motor Car Company, is chairman, city officials have outlined a winter indoor and outdoor work schedule to keep as many men occupied as possible throughout the season. Two hundred of those employed were placed in the airport division of the city's work.

REPORT MacMANUS, INC., TO GET PIERCE-ARROW ACCOUNT

Buffalo, N. Y., Dec. 11.—It is understood that the Pierce-Arrow advertising account will be handled after January 1, 1931, by the Buffalo office of MacManus, Inc.

LEO BURNETT WILL JOIN ERWIN & WASEY AGENCY

Chicago, Dec. 11.—It has been announced here that Leo Burnett, formerly vice-president of Homer McKee & Co., Inc., on January 1 will join the Erwin & Wasey agency of this city.

DEALER DOINGS

CUNNINGHAM TO REMODEL CONN. FACTORY BUILDING

South Norwalk, Conn., Dec. 11.—James G. Cunningham, Oakland-Pontiac dealer, has announced plans to remodel a former factory building in Cross Street into a garage and showroom. His present quarters are at 536 West Ave.

KING MOTOR COMPANY MOVES IN KANSAS CITY

Kansas City, Dec. 11.—The King Motor Company, Oldsmobile dealership here, has moved to a new location at 1521 McGee St.

STATON MOTOR COMPANY CHARTERED AT ORLANDO

Orlando, Fla., Dec. 11.—T. L. Staton and several associates have secured a state charter for the Staton Motor Company, Inc., which proposes to engage in the automobile business here. The capital stock is 250 shares, par value $100 each.

M. & M. SALES CO. TO ERECT NEW BUILDING

Chariton, Ia., Dec. 11.—Morris Gendler and Ben Ravitz, proprietors of the M. & M. Motor Sales Company, are erecting a new $10,000 fireproof garage building.

PAYSON-POPE, INC., NEW CHRYSLER DEALER

Portland, Me., Dec. 11.—Payson-Pope, Inc., has been formed to sell Chrysler and Plymouth cars as associate dealer and has taken headquarters in the salesroom and service department of the Dirigo Garage, Cumberland Avenue.

Major Specifications and Mechanical Details of 1930 Commercial Cars

Make and Model	Capacity—Tons or Lbs.	Chassis Price	Engine	No. of Cyls.	Bore and Stroke	Tax H P.	Max. Brake H.P. at Specified R. P. M.	Oil System	Carburetor	Fuel Feed	Ignit. System	Gear Set	Location	No. Spds. For	Rear Axle	Final Drive	Reduction in Low	Brakes, Foot	Brakes, Hand	Standard Wheel Base	Chassis Weight	Standard Tire Sizes Front	Rear
*Am La France Chief	2	3650	Own	6	3¾x5	33.0	65@2100	Pw	Str	Vac	DR	Own	C	4	Tim	Wo	31.2	4	D	156	6200	32x6	32x6D
Am. La France W	3-4	3950	Own 2 R	4	4¼x6	28.9	42@1400	CS	Zen	Vac	AB	Own	C	4	Own	2R	47.4	4	R	160	7200	S36x5	S36x5D
*Am. La Fr. Chieft'n	3-4	5500	Own	6	4½x5½	40.8	75@1800	Pw	Zen	Vac	DR	Own	C	4	Tim	Wo	28.8	4	D	175	7200	S36x8	36x8D
Am. La France V	5	5500	Own 5 R	4	4¾x6	36.2	50@1200	CS	Zen	Vac	AB	Own	C	4	Own	Wo	54.4	4	R	165	9800	S36x5	S40x6D
Am. La Fr. Big Chief	6	6725	Own	6	4½x6	48.6	50@1200	Pw	Zen	Vac	DR	Own	C	4	Own	2R	32.8	4W	D	226	10600	S40x8	S40x8D
Am. La France U	7½	6000	Own 5 R	4	4¾x6	36.2	50@1200	CS	Zen	Vac	AB	Own	C	4	Own	—	63.5	4	R	165	10500	S36x7	S40x8D
Austin	—	475	Own	4	2.2x3	7.8	———	CS	Til	—	Aut	W-G	U	3	Sal	Sp	—	4	4	75	———	3 75x18	3.75x18
Autocar A	1½-2	3200	Own	6	4 x4¾	38.4	82@2400	Pw	Str	Vac	DR	Br-L 51	U	4	Own	Sp	27.9	4V	R	150	5060	34x7	34x7
Autocar D	2-2½	3500	Own	6	4 x4¾	38.4	82@2400	Pw	Str	Vac	DR	Br-L 51	U	4	Own	2R	33.7	4V	R	150	5300	34x7	34x7D
*Autocar SH	2½-3	4300	Own	6	4¼x4¾	43.4	92@2400	Pw	Str	Gra	DR	Own T	U	4	Own	2R	44.3	RV	R	114	6770	34x7	34x7D
Autocar SCH	2½-3	4300	Own	6	4¼x4¾	43.4	92@2400	Pw	Str	Vac	DR	Own T	U	4	Own	2R	44.3	RV	D	157	6860	34x7	34x7D
*Autocar H	3	4100	Own	4	4½x5½	32.4	45@1450	CS	Str	Gra	DR	Own T	U	4	Own	2R	48.6	RV	R	114	6770	34x7	34x7D
*Autocar HS	3½	4600	Own	4	4½x5½	32.4	45@1450	CS	Str	Gra	DR	Own T	U	4	Own	2R	53.6	RV	R	114	7900	40x8	40x8D
*Autocar SHS	3-3½	4800	Own	6	4¼x4¾	43.4	92@2400	Pw	Str	Gra	DR	Own T	U	4	Own	2R	45.3	RV	R	114	7900	40x8	40x8D
*Autocar SCHS	3-3½	4800	Own	6	4¼x4¾	43.4	92@2400	Pw	Str	Vac	DR	Own T	U	4	Own	2R	53.6	RV	D	157	8180	40x8	40x8D
Autocar TEA	3-3½	5350	Own	6	4¼x4¾	43.4	92@2400	Pw	Str	Vac	DR	Own T	U	12	Own	2R	101.7	4V	D	192	8900	36x8	36x8D
Autocar TFA	3½-5	6100	Own	6	4½x4¾	48.6	101@2400	Pw	Str	Vac	DR	Own T	U	12	Own	2R	101.3	4V	D	192	9300	38x9	38x9D
Autocar C	3½-5	5500	Own	6	4½x4¾	48.6	101@2400	Pw	Str	Vac	DR	Own B	C	4	Own	2R	61.7	RV	D	172	9500	42x9	42x9D
Autocar CG	5	8250	Own	6	4½x4¾	48.6	———	Pw	Str	Vac	DR	Own B	C	12	Tim	—	120	WB	D	196	13000	36x8	36x8B
Autocar F	7½	6800	Own	6	4½x4¾	48.6	101@2400	Pw	Str	Vac	DR	Br-L 70	C	7	Tim	Wo	94.0	4V	D	173	11000	36x7S	40x8DS
Autocar G	10	9000	Own	6	4½x4¾	48.6	101@2400	Pw	Str	Vac	DR	Br-L 70	C	7	Tim	Wo	97.7	WB	D	171	13000	36x8	36x8D
Brockway 60	1	995	Con	6	3⅜x4	27.3	61@3000	Pb	Zen	P	Aut	W-G	U	3	Col	Sp	—	4	Tr	132	3200	30x5	30x5
Brockway 65	1	1195	Con	6	3⅜x4⅝	27.3	65@2700	Pb	Zen	Vac	Aut	Br-L	U	3	Col	Sp	—	4	Tr	137	3400	30x5	30x5
Brockway 75	1¼	1290	Con	6	3⅜x4⅝	27.3	65@2700	Pb	Zen	Vac	Aut	Br-L	U	4	Col	Sp	—	4	Tr	137	3450	32x6	32x6
Brockway 90	1½	1525	Con	6	3⅜x4⅝	27.3	65@2700	Pb	Zen	Vac	Aut	Br-L	U	4	Col	Sp	—	4	Tr	149	3650	32x6	32x6
Brockway 120	2	1990	Con	6	4 x4⅛	38.4	73@2400	Pb	Zen	P	Aut	Br-L	U	4	Tim	Sp	—	4	Tr	156	5200	32x6	32x6D
Brockway 140	2-2½	2495	Con	6	4 x4⅛	38.4	73@2400	Pb	Zen	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	156	5500	32x6	32x6D
Brockway 141	2½	2935	Con	6	4 x4⅛	38.4	73@2400	Pb	Zen	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	170	6200	32x6	32x6D
Brockway 170	2½	3160	Con	6	4⅛x4¾	40.8	89@2400	Pb	Zen	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	170	6800	32x6	32x6D
Brockway 175	3	3660	Con	6	4⅜x4¾	45.9	100@2400	Pb	Zen	P	Aut	—	U	5	Wis	2R	—	4HV	D	170	7200	34x7	34x7D
Brockway 195	3-3½	3820	Con	6	4⅛x4¾	40.8	85@2400	Pb	Zen	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	170	7500	34x7	34x7D
Brockway 190	3	4185	Con	6	4⅛x4¾	40.8	89@2400	Pb	Zen	P	Aut	Br-L	C	7	Tim	Wo	—	RV	D	168½	7625	34x7	34x7D
Brockway 220	3½-4	4560	Con	6	4⅜x4¾	45.9	112@2400	Pb	Zen	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	170	8200	36x8	36x8D
Brockway 250	5	5950	Con	6	4⅜x4¾	45.9	100@2400	Pb	Zen	P	Aut	Br-L	U	4	Tim	Wo	—	4Hmv	D	182	10000	40x8	40x8D
Brockway 290	7½	7250	Con	6	4¾x5¾	54.15	116@1800	Pw	Str	P	L-N	Br-L	C	7	Tim	Wo	—	4W	D	182	10750	38x7P	40x14S
*Brockway 640	10	9700	Con	6	4¾x5¾	54.15	116@1800	Pw	Str	P	L-N	Br-L	C	7	Tim	Wo	—	4W	D	212	14000	38x7P	36x16S
Chevrolet	¾	355	Own	6	3⅛x3¾	26.3	———	CS	Car	P	DR	Own	U	3	Own	Sp	13.61	4	R	109	1835	4.75x19	4.75x19
Chevrolet	1½	590	Own	6	3⅛x3¾	26.13	———	CS	Car	P	DR	Own	U	4	Own	Sp	33.46	4	R	157	2890	30x5	30x5D
Chevrolet	1½	520	Own	6	3⅛x3¾	26.3	50@2600	CS	Car	P	DR	Own	U	4	Own	Sp	33.46	4	R	131	2375	30x5	30x5
Commerce Series S 11	1	1600	Bud H S 6	6	3⅜x4½	27.3	52@2200	Pb	Zen	Vac	Aut	Br-L	U	4	Col	Sp	25.5	4	D	142	3900	P30x5	P30x5
Commerce Series S 11	1½	1900	Bud H S 6	6	3⅜x4½	27.3	52@2200	Pb	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	29.2	4	D	162	4300	P30x5	DP30x5
Commerce Series 40	1½	2990	Bud H S 6	6	3⅝x5	31.5	56@2000	Pb	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	4700	P34x5	DP34x5
Commerce Series S 11	2	2030	Bud H S 6	6	3⅜x4½	27.3	52@2200	Pb	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	29.2	4	D	162	4500	32x6P	32x6D
Commerce Series 40	2	3240	Bud D S 6	6	3⅝x5	31.5	56@2000	Pb	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	4900	32x6	36x6D
Commerce Series 40	2½	3240	Bud D S 6	6	3⅝x5	31.5	56@2000	Pb	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	5100	36x6P	36x6D
Garford Series 60	2½	4580	Bud B A 6	6	4⅛x5⅛	40.8	73@2000	Pb	Zen	Vac	Aut	Ful	U	5	Tim	Wo	63.0	4	D	175	7000	36x6P	36x6D
Commerce Series 60	3	4680	Bud B A 6	6	4⅛x5⅛	40.8	73@2000	Pb	Zen	Vac	Aut	Ful	U	5	Tim	Wo	63.0	4	D	175	7100	36x6P	38x7D
Commerce Series 80	3½	5250	Bud B A 6	6	4⅛x5⅛	40.8	85@2400	Pb	Zen	Vac	Aut	Br-L	C	7	Tim	Wo	98.2	B	D	175	8200	36x6S	36x12S
Commerce Series 80	4	5330	Bud B A 6	6	4⅛x5⅛	40.8	83@2000	Pb	Zen	Vac	Aut	Br-L	C	7	Tim	Wo	98.2	B	D	175	8400	36x6S	36x14S
Commerce Series 100	5	5830	Bud B A 6	6	4⅛x5⅛	40.8	85@2400	Pb	Zen	Vac	Aut	Br-L	C	7	Tim	Wo	95.0	B	D	175	9600	36x6S	40x14S
Day Elder 60	1	1195	Con 25 A	6	3¾x4	27.3	61@3000	Pw	Zen	P	DR	W-G	U	4	Tim	Sp	36.3	4	4	135	3200	20x6.00B	20x6.50B
Day Elder 85	1½	1645	Con 16 C	6	3⅜x4⅝	27.3	65@2700	Pw	Zen	P	DR	W-G	U	4	Tim	Sp	42.3	4	4	135	3750	20x6.00B	20x6.50DB
Day Elder 110	2	2095	Con 16 C	6	3⅜x4⅝	27.3	65@2700	Pw	Zen	P	DR	Br-L	U	4	Tim	Sp	44.9	4	D	156	4600	20x7.00B	20x7.00DB
Day Elder 130	2½	2895	Con 16 R	6	4 x4½	38.4	75@2400	Pw	Zen	P	DR	Br-L	U	4	Tim	Sp	40.7	4	D	150	6400	20x7.50B	20x9 00DB
Day Elder 160	3	3695	Con 18 R	6	4 x4½	38.4	———	Pw	Zen	P	DR	Br-L	U	4	Tim	Wo	36.1	4	D	156	6600	20x7.50B	20x9.00DB
Day Elder 200	4	4295	Con 18 R	6	4 x4½	38.4	82@2400	Pw	Zen	P	DR	Br-L	U	4	Tim	Wo	43.5	4	D	156	7400	20x9.00B	20x9.00B
Day Elder 240	5	5500	Con 21 R	6	4⅜x4¾	45.9	100@2600	Pw	Zen	Vac	DR	Br-L	C	7	Tim	Wo	50.8	4	D	162	9300	38x9P	38x9DP
Day Elder 285	8	6000	Con 21 R	6	4⅜x4¾	45.9	100@2600	Pw	Zen	Vac	DR	Br-L	C	7	Tim	Wo	71.2	6	D	164	12000	20x8.25B	20x8.25DB
Day Elder 345	10	7500	Con 21 R	6	4⅜x4¾	45.9	100@2600	Pw	Zen	Vac	DR	Br-L	C	7	Tim	Wo	79.9	4	D	164	12500	20x9.00B	20x9.00DB
Day Elder 402	12	8500	Con 16 H	6	4¾x5¾	54.2	127@2300	Pw	Zen	P	DR	Br-L	C	7	Tim	Wo	84.6	4	D	164	14000	20x9 75B	20x9.75DB
Diamond T 200	1	785	Bud	4	3¾x4½	22.5	57@3000	*Pw	Zen	P	Aut	W-G	U	4	Cla	Sp	—	4	D	128½	3050	30x5	30x5
Diamond T 215	1	885	Bud	6	3⅜x4	27.3	61@3000	Pw	Zen	P	Aut	W-G	U	4	Cla	Sp	—	4	D	135½	3150	30x5	30x5
Diamond T 290	1½	1475	Her WXA 2	6	3½x4½	29.4	58@2400	Pb	Zen	Vac	Aut	Cov	U	4	Col	Sp	—	4	D	156¼	4160	30x5	30x5D
Diamond T 303	2	1745	Her WXB	6	3¾x4½	33.7	66@2400	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Sp	—	4	D	160¾	4850	32x6	32x6D
Diamond T 351	2½	2250	Her WXC	6	4 x4½	38.4	75@2400	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Sp	—	4	D	168	5600	32x6	32x6D
Diamond T 506	2½	2820	Her WXC	6	4 x4½	38.4	75@2400	Pb	Zen	Vac	Aut	Cov	U	4	Wis	2R	—	4	D	172½	6300	34x7	34x7D
Diamond T 504	3	2925	Her WXC 3	6	4¼x4½	43.3	84@2200	Pb	Zen	Vac	Aut	Cov	U	4	Tim	2R	—	4	D	166½	6400	20x8.25B	20x8.25DB
Diamond T 602	3	3440	Her YXC	6	4⅜x4¾	45.9	94@2200	Pb	Zen	Gra	Aut	Cov	C	4	Tim	Wo	—	4	D	169½	7500	36x8	36x8D
Diamond T 606	3	3500	Her YXC	6	4⅜x4¾	45.9	94@2200	Pb	Zen	Gra	Aut	Cov	C	4	Wis	2R	—	4	D	186	7500	36x8	36x8D
Diamond T 760	3½	3740	Her YXC	6	4⅜x4¾	45.9	94@2200	Pb	Zen	Gra	Aut	Cov	C	4	Tim	Wo	—	R	D	162	8100	S36x5	S36x10
Diamond T 801	4	4140	Her YXC	6	4⅜x4¾	45.9		Pb	Zen	Gra	Aut	Br-L	C	7	Tim	Wo	—	6WH	D	180½	8300	36x8	4 wh 36x8
Diamond T 1000	5	4420	Her YXC 2	6	4⅜x4¾	48.6	98@2200	Pb	Zen	Gra	Aut	Br-L	C	7	Tim	Wo	—	R	D	170½	9700	S36x6	S40x12
Diamond T 1200	6	5600	Her YXC 2	6	4½x4¾	48.6	99@2200	Pb	Zen	Gra	Aut	Br-L	C	7	Tim	Wo	—	4RW	D	180	11000	34x7	4 wh 34x7D
Diamond T 1600	8	6220	Her YXC 3	6	4⅝x4¾	51.3	106@2200	Pb	Zen	Gra	Aut	Br-L	C	7	Tim	Wo	—	4RW	D	190	11700	36x8	4 wh 36x8D
Diamond T 1601	8	7500	Wak 6 R B	6	5 x5¾	60.0	126@1800	Pb	Zen	Gra	Mag	Br-L	C	7	Tim	Wo	—	4RW	D	194	12500	36x8	4 wh 36x8D
Diamond T 2500	10-12	8000	Wak 6 R B	6	5 x5¾	60.0	126@1800	Pb	Zen	Gra	Mag	Br-L	C	7	Tim	Wo	—	4RW	D	194	13100	S36x7	4 wh 36x12S
Dodge Bros. UF10	½	435	Own	4	3⅜x4½	21.2	48@2800	Pb	Car	P	DR	Own	U	3	Own	Sp	14.28	4	D	109	1855	5.00x19	5.00x19
Dodge Bros. F10	½	515	Own	6	3⅛x4⅛	23.4	61@3400	Pb	Car	P	DR	Own	U	3	Own	Sp	14.28	4	D	109	1960	5.25x19	5.25x19
Dodge Bros. U1	¾	695	Own	4	3⅜x4¼	21.3	45@2800	Pb	Car	Vac	NE	Own	U	3	Own	Sp	21.68	4	D	124	2260	5.50x20B	5.50x20B
Dodge Bros. DA1	¾	795	Own	6	3⅜x3⅞	27.3	63@3200	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	36.83	4	D	140	2955	30x5	30x5
Dodge Bros. UF30	1½	595	Own	4	3⅜x4¾	21.0	48@2800	Pb	Car	P	DR	Own	U	4	Own	Sp	37.17	4	D	136	2665	6.00x20	32x6
Dodge Bros. F30	1½	695	Own	6	3⅛x4⅛	23.4	61@3400	Pb	Car	P	DR	Own	U	4	Own	Sp	37.17	4	D	136	2765	6 00x20	32x6
Dodge Bros. F35	1½	1425	Own	6	3⅜x3⅞	27.3	63@3200	Pb	Zen	P	DR	Own	U	4	Own	Sp	41.43	4	D	140	3780	6.00x20	6.00x20D
Dodge Bros. F36	1½	1485	Own	6	3⅜x3⅞	27.3	63@3200	Pb	Zen	P	DR	Own	U	4	Own	Sp	41.43	4	D	165	3972	6.00x20	6.00x20D
Dodge Bros. F40	2	1995	Own	6	3⅝x5	31.5	96@3000	Pb	Zen	P	DR	Own	U	4	Own	Sp	43.73	4	D	150	5175	6.50x20	6.50x20D
Dodge Bros. F41	2	2085	Own	6	3⅝x5	31.5	96@3000	Pb	Zen	P	DR	Own	U	4	Own	Sp	43.75	4	D	165	5211	6.50x20	6.50x20D
Dodge Bros. F60	3	2645	Own	6	3⅝x5	31.5	96@3000	Pb	Zen	P	DR	Own	U	4	Own	Sp	48.87	4	D	146	5543	32x6	32x6D
Dodge Bros F61	3	2575	Own	6	3⅝x5	31.5	96@3000	Pb	Zen	P	DR	Own	U	4	Own	Sp	48.87	4	D	170	5789	32x6	32x6D
Dodge Bros. F62	3	2695	Own	6	3⅝x5	31.5	96@3000	Pb	Zen	P	DR	Own	U	4	Own	Sp	48.87	4	D	195	5901	32x6	32x6D
Durant	*¾	495	Con	4	3⅜x4¼	18.2	———	Pb	Til	Vac	Aut	Own	C	3	Own	Sp	16.16	4	4	107	1670	28x4.75	28x4 75
Essex Commercial	¾	445	Own	6	2¾x4½	18.2	———	CS	Mar	Vac	Aut	Own	U	3	Own	Sp	17.8	4	4	110	2150	30x5	31x5.50
Federal D	1-1½	830	Con W 10	4	3⅞x4¼	24.0	48@2800	Pb	Zen	P	DR	W-G T9	U	4	Cla	Sp	40.8	4	Tr	131	3185	6.00x20	32x6
Federal E6	1-1½	1090	Con 17 E	6	3⅜x4	27.3	60@2600	Pb	Zen	Vac	DR	W-G T9	U	4	Cla	Sp	34.6	4	Tr	132	3260	6.00x20	32x6
Federal F7	1½	1525	Con 16 C	6	3⅜x4⅝	27.3	64@2500	Pb	Zen	P	DR	Own	U	4	Tim	Sp	24.3	4	Tr	132	3765	30x5	30x5D
Federal A6	2	1855	Con 16 C	6	3⅜x4⅝	27.3	64@2500	Pb	Zen	Vac	DR	Own	C	4	Cla	Sp	38.5	4	Tr	151	4580	32x6	32x6D
Federal A6T	2½	2185	Con 16 C	6	3⅜x4⅝	27.3	64@2500	Pb	Zen	Vac	DR	Own	C	4	Tim	Sp	41.3	4	Tr	151	4950	32x6	32x6D
Federal A6TW	2½	2360	Con 16 C	6	3⅜x4⅝	27.3	64@2500	Pb	Zen	Vac	DR	Own	C	4	Tim	Wo	42.0	4	Tr	151	4950	32x6	32x6D
*Federal DSW	2½-3	1050	Con W 10	4	3⅞x4¼	24.0	48@2500	Pb	Zen	P	DR	W-G T9	U	4	Cla	Sp	40.8	6	Tr	158	3800	6.00x20	32x6
Federal T10B	2½-3	2740	Con 16 R	6	4 x4⅛	38.4	75@2200	Pb	Zen	P	DR	Own	C	4	Tim	Sp	36.3	4	Tr	165	6550	34x7	34x7D
Federal T10W	2½-3	2915	Con 16 R	6	4 x4⅛	38.4	75@2200	Pb	Zen	P	DR	Own	C	4	Tim	Wo	44.0	4	Tr	165	6550	34x7	34x7D
Federal U6	3-3½	3860	Con 18 R	6	4 x4½	38.4	85@2200	Pb	Str	P	DR	Br-L 55	C	7	Tim	Wo	64.6	4	D	165	7220	34x7	34x7D
Federal 4C6A	4-5	4735	Con 20 R	6	4⅛x4¾	40.8	90@2200	Pb	Zen	P	DR	Br-L 55	C	7	Tim	Wo	73.6	4	D	192	8330	36x8	36x8D
Federal 4C6AB	4-5	4960	Con 20 R	6	4⅛x4¾	40.8	90@2200	Pb	Zen	P	DR	Br-L 55	C	7	Tim	Wo	73.6	4	D	192	8850	36x8	36x8D
*Federal U6SW	6	6000	Con 20 R	6	4⅛x4¾	40.8	90@2200	Pb	Zen	P	DR	Br-L 55	C	7	Tim	Wo	71.3	6	Tr	201	9850	34x7	34x7D
*Federal U6SWAB	6	6500	Con 20 R	6	4⅛x4¾	40.8	90@2200	Pb	Zen	P	DR	Br-L 55	C	7	Tim	Wo	71.3	6	Tr	201	9900	34x7	34x7D
Federal X8	7½	5085	Con B 7	4	5 x6	40.0	61@1350	Pw	Zen	Vac	AB	Br-L 60	C	7	Tim	Wo	110.9	R	D	162	9750	36x6S	40x14S
Federal X8R	7½	5810	Con 21 R	6	4⅜x4¾	45.9	100@2200	Pb	Zen	P	DR	Br-L 60	C	7	Tim	Wo	110.9	R	D	162	10000	40x8	40x8D
*Federal 4C6SW	8	7500	Con 21 R	6	4⅜x4¾	45.9	100@2200	Pb	Zen	P	DR	Br-L 55	C	7	Tim	Wo	80.8	6	Tr	231	11500	36x8	36x8D
Ford AA	1½	510	Own	4	3⅞x4¼	24.0	40@2200	Sp	Zen	Gra	Own	Own	U	4	Own	St	42.24	4	R	131½	2723	6.00x20	32x6
Ford AA	1½	535	Own	4	3⅞x4¼	24.0	40@2200	Sp	Zen	Gra	Own	Own	U	4	Own	St	42.24	4	R	157	2811	6.00x20	6.00x20
F W D—H	1½	3300	Wis S U	4	4 x5	25.6	———	Pb	Zen	Vac	Eis	Cotta	C	4	Own	St	38.1	4	R	121	5300	34x7	34x7
F W D—H6	2	3425	Wak	6	3¾x4½	29.4	72@2500	Pb	Zen	Vac	Eis	Br-L	U	4	Own	St	35.0	4	R	133	5500	34x7	34x7
F W D—BTL	2	3900	Wak	6	3¾x4¾	33.7	72@2500	Pb	Zen	Vac	Eis	Br-L	C	7	Own	St	84.7	4	R	137½	6000	36x8	36x8
F W D—HH6	2½	4000	Wak	6	3¾x4¾	33.7	72@2500	Pb	Zen	Vac	Eis	Br-L	C	7	Own	St	101.0	4	R	138	6400	36x8	36x8
F W D—B	3	4200	Own	4	4⅜x5½	36.1	56@1350	Pb	Str	Gra	Eis	Own	C	3	Own	St	35.6	4	R	124	6460	36x6S	36x6S
F W D—BT	3-3½	4742	Wak	6	4⅛x5⅛	40.8	———	Pb	Zen	Vac	Eis	Own	C	5	Own	St	101.0	4	R	137¾	7700	40x7S	40x5SD
F W D—CU6	3½	5120	Wak	6	4⅛x5⅛	40.8	92@2300	Pb	Zen	Vac	Eis	Own	C	5	Own	St	88.6	4	R	148	7200	36x6S	36x8S
F W D—SSU	4	5220	Wak	6	4⅜x5⅛	45.9	102@2200	Pb	Zen	Vac	Eis	Own	C	5	Own	St	88.6	4	R	148	7600	38x9	38x9
F W D—M5	5	7600	Wak	6	4⅜x5½	45.9	102@2200	P	Zen	P	Aut	Br-L	C	8	Wis	2R	193.1	4V	D	165	11000	12.75x20B	12.75x20B
*F W D—X6	6	6500	Wak	6	4⅜x5½	45.9	102@2200	Pb	Zen	Vac	Eis	Own	C	5	Own	St	88.6	*	4	170	9500	36x8	36x8
F W D—M7	7½	8700	Wak	6	5 x5¾	60	127@2000	P	Zen	P	Aut	Br-L	C	8	Wis	2R	193.1	4V	D	165	13000	40x10P	40x10DP
Garford Series S 11	1	1600	Bud H S 6	6	3⅜x4½	27.3	52@2

NEW BAKELITE PLANT IN BOUND BROOK, N. J., READY NEXT FEBRUARY

Bound Brook, N. J., Dec. 11.—The new Bakelite plant under construction in Piscataway Township is expected to be completed in February, according to an announcement by **E. L. Hageman,** resident engineer. The main building, which will be finished in January, is 400 feet square and ninety feet high, made steel and brick.

There are five other large buildings, also of brick and steel, which will be used for manufacturing purposes, and nine auxiliary buildings, including the boiler plant, the machine plant and the power house. Twenty-four tanks will be installed for the purpose of storing the liquid raw material from which bakelite is made.

The task of equipping the plant will begin in February, when the building work is finished, and is expected to take all summer. Efforts are being made to improve the equipment being used at present in the Perth Amboy plant.

Besides the new factory and the Perth Amboy plant the Bakelite Company maintains a factory in Chicago and a research laboratory in Bloomfield.

The Bakelite plant, when it is first opened, will employ approximately 500 persons.

STANDARD BATTERY CO., FT. WORTH, REORGANIZED

Fort Worth, Dec. 11.—The Standard Battery Company of 400 West Weatherford St., here, has organized and taken Texas distribution of the Vesta battery line. A. F. Hawkins, formerly manager of the Standard Battery Manufacturing Company, is president of the Standard Battery Company. C. C. Harter, formerly with the Standard manufacturing sales organization, is manager of the new company, which operates one of the best equipped battery and electrical service stations in the Southwest.

G. M. NEW ZEALAND TO EXPAND ASSEMBLY WORK

New York, Dec. 11.—General Motors Export Company today confirmed the report that its New Zealand operation will assemble British made products originating both from Canada and from England.

In addition General Motors New Zealand will continue to handle the usual line of motor cars handled by General Motors overseas operations.

LINCOLN ELECTRIC CO. MAKES PERSONNEL CHANGES

Cleveland, Dec. 11.—Changes in personnel of the Pacific Coast offices of the Lincoln Electric Company, manufacturer of Stable-Arc welders and Linc-Weld motors, include the appointment of S. H. Taylor, Jr., to succeed W. S. Stewart in charge of the Coast, with headquarters in Los Angeles, Cal. Mr. Stewart has recently been appointed district manager of the Cleveland territory of the Lincoln Electric Company. Appointment of L. P. Henderson as manager of the San Francisco office of this company is also announced, as well as the appointment of E. J. Pfister, formerly of the Philadelphia and Allentown offices, to district manager of the Kansas City district, with offices in that city.

MARKETING DIV. TO MEET AT TULSA, OKLA., MAY 12-13

New York, Dec. 11.—Announcement has been made that the first mid-year meeting of the American Petroleum Institute's Division of Marketing will be held in the Mayo Hotel, at Tulsa, Okla., on May 12 and 13. This session follows by about a month the first mid-year meeting of the Division of Refining, which is to be held April 15 and 16 at St. Louis, Mo.

OLIVER FARM EQUIPMENT RECALLS 1,000 WORKMEN

South Bend, Ind., Dec. 11.—Between 900 and 1,000 workmen returned to their jobs here with the reopening of the Oliver Farm Equipment Company this week, following extension of additional credit of $22,000,000 by a group of Chicago and New York bankers. The company also operates a plant in Grand Rapids, Mich.

Major Specifications and Mechanical Details of 1930 Commercial Cars

Make and Model	Capacity—Tons or Lbs.	Chassis Price	Engine	No. of Cyls.	Bore and Stroke	Tax H. P.	Max. Brake H.P. at Specified R. P. M.	Oil System	Carburetor	Fuel Feed	Ignit. System	Gear Set	Location	No. Spds. For.	Rear Axle	Final Drive	Reduction in Low	Brakes, Foot	Brakes, Hand	Standard Wheel Base	Chassis Weight	Standard Tire Sizes Front	Rear
*Gramm 'D	2½	1995	Lyc ASD	6	3¾x4½	33.7	90@2200	Pu	Zen	P	Aut	Cov	U	4	Tim	Sp	33	4	D	160	5100	7.50x20	7.50x20D
*Gramm E	3	2595	Lyc TS	6	3⅞x5	36	90@2200	Pb	Zen	P	Aut	Cov	U	4	Tim	Sp	35	4	D	160	5500	8.25x20	8.25x20D
*Gramm EY	3	3595	Con 20 R	6	4⅛x4¾	40.80	90@2200	Pb	Zen	P	Aut	Cov	U	4	Tim	Sp	30	4	D	190	6750	7.50x20	7.50x20D
*Gramm T-38	3	3595	Lyc TS	6	3⅞x5	36	90@2200	Pb	Zen	P	Aut	Ful	U	4	Wis	2R	45	D	R	153	7200	36x5S	36x10S
*Gramm O-45	4	3995	Lyc TS	6	3⅞x5	36	85@2200	Pb	Zen	P	Aut	Ful	C	8	Wis	2R	75.8	D	R	153	7700	36x5S	36x12S
*Gramm GY	4	4345	Con 21 R	6	4⅜x4¾	45.9	100@2200	Pb	Zen	P	Aut	Cov	U	4	Wis	2R	28	4	D	210	7200	8.25x20	8.25x20D
Gramm GW	4	5175	Con 21 R	6	4⅜x4¾	45.9	100@2200	Pb	Zen	P	Aut	Cov	U	4	Wis	2R	—	4W	D	157	8900	9.00x20	9.00x20D
*Gramm O-60	5	4745	Lyc TS	6	3⅞x5	36	—	Pb	Zen	P	Aut	Ful	C	8	Wis	2R	78.4	D	R	153	8800	36x6S	36x14S
*Gramm HY	5	6545	Con 16 H	6	4¾x5¾	54.15	127@2300	Pb	Zen	P	Aut	Ful	U	4	Wis	2R	25.2	4	D	236	9600	36x8	36x8D
Indiana 60	1	995	Con	6	3⅜x4	27.3	61@3000	Pb	Str	P	Aut	W-G	U	3	Col	Sp	—	4	Tr	132	3200	30x5	30x5
Indiana 64	1	1195	Con	6	3⅜x4⅝	27.3	65@2700	Pb	Str	Vac	Aut	Br-L	U	3	Col	Sp	—	4	Tr	137	3400	30x5	30x5
Indiana 74	1¼	1290	Con	6	3⅜x4⅝	27.3	65@2700	Pb	Str	Vac	Aut	Br-L	U	4	Col	Sp	—	4	Tr	137	3450	32x6	32x6
Indiana 11	1¼	1425	Her	4	4 x5	25.6	46@2000	Pb	Str	Gra	Aut	Br-L	U	3	Cla	Sp	—	R	R	129½	3500	30x5	30x5
Indiana 89	1½	1525	Con	6	3⅜x4⅝	27.3	65@2700	Pb	Str	Vac	Aut	Br-L	U	4	Col	Sp	—	4	Tr	149	3650	32x6	32x6
Indiana 111	1½	1630	Her	4	4 x5	25.6	46@2000	Pb	Str	Gra	Aut	Br-L	U	3	Cla	Sp	—	R	R	129½	3600	30x5	32x6
Indiana 111 XW	2	1850	Her	4	4 x5	25.6	46@2000	Pb	Str	Vac	Eis	Br-L	U	4	Wis	2R	—	R	Tr	120	3740	32x6	32x6D
Indiana 120	2	1990	Con	6	4 x4⅛	38.4	73@2400	Pb	Str	P	Aut	Br-L	U	4	Tim	Sp	—	4	Tr	156	5200	32x6	32x6D
Indiana 140	2-2½	2495	Con	6	4 x4⅛	38.4	73@2400	Pb	Str	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	156	5500	32x6	32x6D
Indiana 141	2½	2935	Con	6	4 x4⅛	38.4	73@2400	Pb	Str	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	170	6200	32x6	32x6D
Indiana 115 A	2½	2740	Her	4	4¼x5	28.9	56@2000	Pb	Str	Vac	Eis	Br-L	U	4	Cla	Sp	—	R	Tr	132	4970	32x6	32x6D
Indiana 170	2½	3160	Con	6	4¼x4¾	40.8	88@2400	Pb	Str	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	170	6800	32x6	34x7D
Indiana 175	3	3660	Con	6	4⅜x4¾	45.9	100@2400	Pb	Str	P	Aut	—	U	5	Wis	2R	—	4HV	D	170	7200	34x7	34x7D
Indiana 127 AW	3	3775	Her	4	4¼x5¾	28.90	54@1600	Pb	Str	Vac	Eis	Br-L	U	5	Wis	2R	—	RV	D	150¼	7000	34x7	34x7D
Indiana 627 AW	3	4075	Wis	6	4 x5	38.40	72@2000	Pb	Str	Vac	Eis	Br-L	U	5	Wis	2R	—	RV	D	156¼	7200	34x7	34x7D
Indiana 195	3-3½	3820	Con	6	4¼x4¾	40.8	89@2400	Pb	Str	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	170	7500	34x7	34x7D
Indiana 190	3	4185	Con	6	4¼x4¾	40.8	89@2400	Pb	Str	P	Aut	Br-L	C	7	Tim	Wo	—	RV	D	168½	7625	34x7	34x7D
Indiana 220	3½-4	4560	Con	6	4⅜x4¾	45.9	100@2400	Pb	Str	P	Aut	Br-L	U	4	Wis	2R	—	4HV	D	170	8200	36x8	36x8D
Indiana 250	5	5950	Con	6	4⅜x4¾	45.9	100@2400	Pb	Str	P	Aut	Br-L	U	4	Tim	Wo	—	4HMV	D	182	10000	40x8	40x8D
Indiana 290	7½	7250	Con	6	4¾x5¾	54.1	116@1800	Pw	Str	P	L-N	Br-L	C	7	Tim	Wo	—	4W	D	182	10750	38x7P	40x14S
*Indiana 640	10	9700	Con	6	4¾x5¾	54.1	116@1800	Pw	Str	P	L-N	Br-L	C	7	Tim	Wo	—	4W	D	212	14000	38x7P	36x16S
International AW1	¾	720	Wak X A	4	3½x4½	19.6	30@2700	Pb	Zen	Vac	DR	Mec	U	3	Own	Sp	17.4	4	2	136	2620	5.25x20	5.25x20
Internat'n'l Sp. Del.	¾	720	Wak X A	4	3½x4½	19.6	30@2700	Pb	Zen	Vac	DR	Mec	U	3	Eat	Sp	60.3	4	2	124	2200	5.25x30	5.25x30
Intern'l 6 Spd. Spec.	1	820	Wak X A	4	3½x4½	19.6	30@2700	Pb	Zen	Vac	DR	Mec	U	3	Eat	Sp	52.6	4	2	124	2430	30x5	30x5
International S24	1¼	1160	Lyc C T	4	3¾x5	22.5	43@2350	Pw	Zen	Vac	DR	Own	U	3	Eat	Sp	21.3	4	2	130	3200	30x5	30x5
International S26	1¼	1310	Lyc 4 S L	6	3¼x4½	25.3	61@2800	Pb	Zen	Vac	DR	Own	U	3	Eat	Sp	21.3	4	2	130	3250	30x5	30x5
International AW2	1½	820	Wak X A	4	3½x4½	19.6	30@2700	Pb	Zen	Vac	DR	Mec	U	3	Own	Sp	60.3	4	2	136	2980	5.50x20	6.00x20
International SF34	1½	1450	Lyc C T	4	3¾x5	22.5	43@2350	Pw	Zen	Vac	DR	Own	U	3	Eat	Sp	22.6	4	2	140	3520	30x5	32x6
International AL3	1½	1450	Lyc 8LH	6	3¼x4½	25.3	61@2800	Pb	Zen	Vac	DR	W-G	U	4	Own	Sp	42.9	4	2	138	4300	6.00x20	6.00x20D
International SF36	1½	1600	Lyc 4 S L	6	3¼x4½	25.3	61@2800	Pb	Zen	Vac	DR	Own	U	3	Eat	Sp	22.6	4	2	140	3570	30x5	32x6
International SD44	2	1590	Lyc C T	4	3¾x5	22.5	43@2350	Pw	Zen	Vac	AB	Own	U	4	Eat	Sp	40.6	4	2	117	3700	30x5	32x6
International SD46	2	1740	Lyc 4 S L	6	3¼x4½	25.3	61@2800	Pb	Zen	Vac	AB	Own	U	4	Eat	Sp	40.6	4	2	117	3750	30x5	32x6
International SF46	2	1950	Lyc 4 S L	6	3¼x4½	25.3	61@2800	Pb	Zen	Vac	DR	Own	U	4	Eat	Sp	40.6	4	2	140	4000	32x6	32x6D
International A4	2	1985	Own F B B	6	3⅝x4½	31.5	65@2800	Pb	Zen	Vac	DR	Own	U	5	Own	Sp	47.8	4	2	145	5070	32x6	32x6D
International HS54	2½	3850	Hall-S 151	4	4¼x5½	28.9	54@1800	Pb	Zen	Vac	RB	Own	U	5	Eat	2R	60.5	4	4	148	8000	36x8S	36x8S
International HS54C	2½	3850	Hall-S 151	4	4¼x5½	28.9	54@1800	Pb	Zen	Vac	RB	Own	U	5	Own	Ch	63.8	4	4	148	8665	36x5S	36x10S
International W1	2½	3850	Hall-S 151	4	4¼x5½	28.9	54@1800	Pb	Zen	Vac	RB	Own	U	5	Own	2R	60.5	4	2	148	8300	36x5S	36x8S
International A5	3	2550	Own F B B	6	3⅝x4½	31.5	65@2800	Pb	Zen	Vac	DR	Own	U	5	Own	Sp	52.6	4	2	156	5606	34x7	34x7D
International A6	3	2675	Own B B	6	3⅝x4½	31.5	65@2800	Pb	Zen	Vac	DR	Own	U	5	Own	Sp	62.5	4	2	156	5750	34x7	34x7D
International HS74	3½	4850	Hall-S 152	4	4¾x5½	36.1	60@1800	Pb	Zen	Vac	RB	Own	U	5	Eat	2R	70.5	4	4	160	10700	36x5S	40x12S
International HS74C	3½	4850	Hall-S 152	4	4¾x5½	36.1	60@1800	Pb	Zen	Vac	RB	Own	U	5	Own	Ch	79.1	4	4	160	11000	36x6S	40x12S
International W3	3½	4850	Hall-S 152	4	4¾x5½	36.1	60@1800	Pb	Zen	Vac	RB	Own	U	5	Own	2R	70.5	4	2	160	10125	36x6S	40x12S
Internat'n'l HS104C	5	5500	Hall-S 152	4	4¾x5½	36.1	60@1800	Pb	Zen	Vac	RB	Own	U	5	Own	Ch	90.5	4	4	160	11095	36x6S	40x14S
La France-Rep. A1	6000	795	Lyc	6	2⅞x4¾	19.8	59@3000	Pb	Zen	Vac	Aut	Ful	U	4	Tim	Sp	36.1	4	Tr	132	3000	5.50x20	32x6
La France-Rep. C1	7500	1295	Lyc	6	3¼x4½	25.4	61@2750	Pb	Zen	Vac	Aut	Ful	U	4	Tim	Sp	29.1	4	Tr	144	3300	6.00x20	32x6
La France-Rep. D1	9000	1595	Lyc	6	3¼x4½	25.4	61@2750	Pb	Zen	Vac	Aut	Ful	U	4	Tim	Sp	37.9	4	Tr	144	3725	30x5	30x5D
La France-Rep F2	13000	2395	Lyc	6	3⅝x5	31.5	83@2800	Pb	Zen	Vac	Aut	Ful	U	4	Tim	Sp	40.1	4	D	174	5400	32x6	32x6D
La France-Rep. H2	15000	2985	Lyc	6	3⅞x5	36.0	—	Pb	Zen	Vac	Aut	Ful	U	4	Tim	Sp	44.5	4	D	174	5850	34x7	34x7D
La France-Rep. 35-2	24000	5600	Wak	6	4½x5¾	48.6	—	Pb	Zen	Vac	Aut	Ful	U	4	Wis	2R	45.4	4	D	174	8200	38x9	38x9D
La France-Rep. M2	50000	4000	Wak	6	4⅝x5½	48.0	—	Pb	Zen	Vac	Aut	Ful	U	5	Wis	2R	62.3	4	D	174	6900	36x8	36x8D
Mack BL	1	2500	Own	6	3¼x5	25.39	63@2800	Pw	Str	Vac	NE	Own	U	4	Own	Sp	Opt	4	D	148	—	B6.00x20	DB6.00x20
††Mack BG	1½	3000	Own	6	3⅝x5	31.57	75@2600	Pw	Str	Vac	NE	Own	U	4	Own	Sp	Opt	4	D	156	—	32x6	D32x6
Mack AB	2½-3	3950	Own	4	4¼x5	28.9	60@2200	Pb	Str	Gra	RB	Own	U	4	Own	2R	Opt	R	D	2-Opt	—	36x4S	36x8S
††Mack AB	2½-3	3500	Own	4	4¼x5	28.9	60@2200	Pb	Str	Gra	RB	Own	U	4	Own	Ch	Opt	R	D	2-Opt	—	36x4S	36x8S
Mack AB	2½-3	4750	Own	6	3⅝x5	31.57	75@2600	Pw	Str	Vac	NE	Own	U	4	Own	2R	Opt	R	D	2-Opt	—	34x7	D34x7
††Mack AB	2½-3	4300	Own	6	3⅝x5	31.57	75@2600	Pw	Str	Vac	NE	Own	U	4	Own	Ch	Opt	R	D	2-Opt	—	34x7	D34x7
††Mack B	3-4	5250	Own	6	4 x5½	38.4	100@2300	Pb	Str	Vac	NE	Own	U	4	Own	2R	Opt	4	D	2-Opt	—	36x8	D36x8
††Mack BC	3½-5	5500	Own	6	4 x5½	38.4	100@2300	Pb	Str	Vac	NE	Own	U	4	Own	Ch	Opt	4	D	2-Opt	—	36x8	36x8D
††Mack BJ	3½-5	6150	Own	6	4½x5½	48.6	126@2200	Pb	Str	Vac	NE	Own	C	4	Own	2R	Opt	4	D	3-Opt	—	36x8	36x8D
††Mack AK	3½-5	5150	Own	4	5 x6	40.0	77@1800	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	4	J	3-Opt	—	36x8	36x8D
††Mack AK	3½-5	5250	Own	4	5 x6	40.0	77@1800	Pb	Str	Gra	RB	Own	C	4	Own	2R	Opt	4	D	3-Opt	—	36x5S	36x5DS
††Mack AC	3½-5	4950	Own	4	5 x6	40.0	77@1800	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	4	D	3-Opt	—	36x5S	36x5DS
††Mack AC	5½-7	5500	Own	4	5 x6	40.0	77@1800	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	J	R	3-Opt	—	36x5S	40x10S
††Mack AC	7½	6000	Own	4	5 x6	40.0	77@1800	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	J	R	3-Opt	—	36x6S	40x12S
††Mack AP	7½	9500	Own	6	5 x6	60.0	150@2000	Pb	Str	Gra	NE	Own	J	4	Own	Ch	Opt	J	R	3-Opt	—	36x7S	40x14S
††Mack AC 6-wheel	10	7500	Own	4	5 x6	40.0	77@1800	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	4R	J	3-Opt	—	36x7S	40x8DS
††Mack AP 6-wheel	10	12000	Own	6	5 x6	60.0	150@2000	Pb	Str	Gra	NE	Own	J	4	Own	Ch	Opt	4R	J	3-Opt	—	36x7	40x12S
Paige	¾	860	Own	6	3¼x4½	25.35	76@3400	Pb	DL	P	DR	W-G	U	3	Sal	Sp	17.36	4	Tr	115	2465	B5.50x19	B5.50x19
Relay Series 15 AA	¾	1370	Con 17 E	6	3⅜x4	27.3	52@2200	Pb	Str	Vac	Aut	W-G	U	4	Own	2R	38.4	4	D	131	3750	30x5P	30x5P
Relay Series 15 AB	1	1400	Con 17 E	6	3⅜x4	27.3	52@2200	Pb	Str	Vac	Aut	W-G	U	4	Own	2R	38.4	4	D	131	3800	P30x5	P30x5
Relay Series S 11	1	1700	Bud 11 S 6	6	3⅜x4½	27.3	52@2200	Pb	Zen	Vac	Aut	Br-L	U	4	Own	2R	25.5	4	D	142	4050	30x5P	30x5P
Relay Series S 11	1½	1900	Bud H S 6	6	3⅜x4½	27.3	52@2200	Pb	Zen	Vac	Aut	Br-L	U	4	Own	2R	30.0	4	D	162	4500	30x5P	30x5DP
Relay Series 40	1½	2990	Bud D S 6	6	3⅝x5	31.5	56@2000	Pb	Zen	Vac	Aut	Br-L	U	4	Own	2R	34.5	4	D	168	5300	34x4P	34x5DP
Relay Series 40	2	3240	Bud D S 6	6	3⅝x5	31.5	56@2000	Pb	Zen	Vac	Aut	Br-L	U	4	Own	2R	34.5	4	D	168	5500	36x6	D36x6
Relay Series 50	2	3860	Bud D W 6	6	3¾x5	33.7	73@2200	Pb	Zen	Vac	Aut	Br-L	U	5	Own	2R	58.5	4	D	161	6800	36x6	D36x6
Relay Series S 11	2	2030	Bud H S 6	6	3⅜x4½	27.3	52@2200	Pb	Zen	Vac	Aut	Br-L	U	4	Own	2R	30.0	4	D	162	4700	32x6P	32x6DP
Relay Series 40	2½	3275	Bud D S 6	6	3⅝x5	31.5	56@2000	Pb	Zen	Vac	Aut	Br-L	U	4	Own	2R	34.5	4	D	168	5700	36x6	D36x6
Relay Series 50	2½	4000	Bud D W 6	6	3¾x5	33.7	73@2200	Pb	Zen	Vac	Aut	Br-L	U	5	Own	2R	58.5	4	D	161	7000	36x6	D38x7
Relay Series 60	2½	4555	Bud B A 6	6	4⅛x5⅛	40.8	83@2000	Pb	Zen	Vac	Aut	Ful	C	5	Own	2R	58.5	4	D	175	7350	36x6	D36x6
Relay Series 50	3	4130	Bud D W 6	6	3¾x5	33.7	73@2200	Pb	Zen	Vac	Aut	Br-L	U	5	Own	2R	58.5	4	D	161	7200	36x6	D40x8
Relay Series 60	3	4595	Bud B A 6	6	4⅛x5⅛	40.8	83@2000	Pb	Zen	Vac	Aut	Ful	C	5	Own	2R	58.5	4	D	175	7500	36x6	D38x7
Relay Series 60	3	4570	Bud B A 6	6	4⅛x5⅛	40.8	83@2000	Pb	Zen	Vac	Aut	Ful	U	5	Own	2R	58.5	4	D	175	7500	36x6P	38x7DP
Relay Series 80	3	5170	Bud B A 6	6	4⅛x5⅛	40.8	83@2000	Pb	Zen	Vac	Aut	Cov	C	8	Own	2R	84.18	4	D	175	8400	36x6	S40x10
Relay Series 60	3½	4745	Bud B A 6	6	4⅛x5⅛	40.8	83@2000	Pb	Zen	Vac	Aut	Ful	C	5	Own	2R	58.5	4	D	175	7800	38x7	D40x8
Relay Series 80	3½	5330	Bud B A 6	6	4⅛x5⅛	40.8	83@2000	Pb	Zen	Vac	Aut	Cov	C	8	Own	2R	84.18	4	D	175	8600	36x6	S40x12
Relay Series 80	4	5380	Bud B A 6	6	4⅛x5⅛	40.8	83@2000	Pb	Zen	Vac	Aut	Cov	C	8	Own	2R	84.18	4	D	175	8800	38x7	S40x14
Relay Series 50 SW	5	5505	Bud D W 6	6	3¾x5	33.7	73@2200	Pb	Zen	Vac	Aut	Br-L	U	5	Own	2R	54.7	4	D	152	8600	36x6P	36x6DP
Relay Series 100	5	6615	Con 21 R	6	4⅜x4¾	45.9	112@2400	Pb	Str	Vac	Aut	Ful	C	5	Own	2R	58.5	4	D	230	10000	9.00x24	D9 00x24
Relay Series 60 SW	7	6545	Bud B A 6	6	4⅛x5⅛	40.8	83@2000	Pb	Zen	Vac	Aut	Ful	U	5	Own	2R	63.6	4	D	175	12000	38x7P	40x8DP
Reo 15 Junior	½	785	Con 19 E	6	3⅜x4	27.3	60@2800	Pb	Sch	P	DR	W-G	U	3	Sal	Sp	14.63	4	Tr	115	2290	6.00x18	6.00x18
Reo D F 129	1	1095	Own	6	3⅜x5	27.3	80@3200	Pb	Sch	Vac	DR	Own	U	3	Own	Sp	17.1	4	Tr	129	3050	6.00x20	32x6
Reo D F	1	1095	Own C B	6	3⅜x5	27.3	80@3200	Pb	Sch	Vac	DR	Own	U	3	Own	Sp	17.1	4	Tr	135	3200	6.00x20	32x6
Reo F A	1½	1295	Own	6	3⅜x5	27.3	67@2800	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	34.32	4	Tr	137	3525	6.00x20	32x6
Reo F E	1½	1395	Own	6	3⅜x5	27.3	67@2800	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	34.32	4	Tr	152	3700	6.00x20	32x6
Reo F F	1½	1395	Own	6	3⅜x5	27.3	67@2800	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	34.32	4	Tr	156	3750	6.00x20	32x6
Reo F H	2	1595	Own	6	3⅜x5	27.3	67@2800	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	37.6	4	Tr	142	4165	32x6	32x6D
Reo F C	2	1645	Own	6	3⅜x5	27.3	67@2800	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	37.62	4	Tr	152	4025	32x6	32x6D
Reo F D	2	1745	Own	6	3⅜x5	27.3	67@2800	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	37.62	4	Tr	168	4075	32x6	32x6D
Reo G A	3	2035	Own	6	3⅜x5	27.3	67@2800	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	41.05	4	Tr	163	4625	32x6	32x6D
Reo G C	3	2140	Own	6	3⅜x5	27.3	67@2800	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	41.05	4	Tr	179	4850	32x6	32x6D
Reo G D	3	2085	Own	6	3⅜x5	27.3	67@2800	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	78.1	4	Tr	144	4570	32x6	32x6D
Reo G C S	3	2375	Own	6	3⅜x5	27.3	67@2800	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	41.05	4	Tr	210	5320	32x6	32x6D
Rugby T	½	655	Con	6	3¼x4	25.4	58@3100	Pb	Str	P	Aut	Own	U	3	Own	Sp	15.6	4	4	—	2160	29x5	29x5
Rugby 6-15	1	865	Con	6	3¼x4	25.4	58@3100	Pb	Str	P	Aut	Br-L	U	4	Sal	Sp	34.49	4	Tr	135	2900	5.50x20	32x6
Rugby 615	1½	930	Con	6	3¼x4	25.4	58@3100	Pb	Str	P	Aut	Br-L	U	4	Sal	Sp	34.49	4	Tr	135	3000	5.50x20	30x5D
Selden 7 C	1¼	1195	Con	6	3⅜x4	27.3	—	Pb	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	124	3100	30x5	30x5
Selden 17 C	1½	1500	Con	6	3⅜x4	27.3	61@3000	Pb	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	142	3900	32x6	32x6
Selden 317 C	1½	1610	Con	6	3⅜x4⅝	27.34	65@2760	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	142	3900	32x6	32x6
Selden 37 C	2	1935	Con	6	3⅜x4⅝	27.34	65@2760	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	151	4800	32x6	32x6D
Selden 39 C	2½	2920	Con	6	4 x4⅛	38.4	72@2400	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	164	5800	32x6	32x6D
Selden 47 C B	3½	3785	Con	6	4 x4½	38.4	85@2400	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	171	7200	34x7	34x7D
Selden 47 C D	4	4435	Con	6	4 x4½	38.4	82@2400	Pb	Str	Vac	Aut	Br-L	U	5	Wis	2R	—	4	D	171	7600	36x8	36x8D
Selden 67 C	5	4975	Con	6	4⅜x4¾	45.94	100@2400	Pb	Str	Vac	Aut	Br-L	C	7	Wis	2R	—	4	D	171	8700	36x8	36x8D
Selden 77	7	7365	Con	6	4¾x5¾	54.15	—	Pb	Str	Vac	Aut	Br-L	C	7	Wis	2R	—	4	D	178	12000	36x7	40x7D
Service Series S 11	1	1600	Bud H S 6

News of Activities in the Truck and Bus Field

Motor Truck Operators Plan Legislative Drive

(Continued from Page 1)

no reason on earth why this association should not have more of a hand in devising ordinances and regulations which directly affect the business of its members."

It was proposed to design a small label or insignia to be placed on members' trucks.

The following officers were unanimously elected: Irving A. Hungerford, Borden's Farm Products Company, Inc., president; Horace E. De Lisser, De Lisser Motors, Inc., Hermann Irion, Steinway & Sons, and Roderick Stephens, Stephens Fuel, Inc., vice-presidents; Lyman Da'F. Brandon, secretary, and Arthur G. Baumgartner, treasurer.

In addition, the following were elected directors for three years: William T. Bostwick (the Thomas J. Stewart Company), J. D. Bradley (Knickerbocker Ice Company), E. A. Buchmann (H. C. Bohack Company), Edward J. Dugan (Dugan Brothers), D. C. Fenner (Mack Trucks, Inc.); Joseph Husson (Vacuum Oil Company), E. E. LaSchum (Railway Express Agency, Inc.), and N. Mallouf (Mallouf Haulage and Maintenance Company).

The nominating committee for 1931 includes E. P. McDowell, chairman; John H. Jacobs, D. A. Glover and William Murray.

A new monthly magazine, Motor Truck News, will serve as the mouthpiece of the association. It is edited by L. J. Buckland, formerly editor of the Ford News.

Following the meeting, the members visited the new Ford assembly plant at Edgewater, N. J.

NEW TRUCK COUNCIL TO ACT FOR ILLINOIS TRUCK OPERATORS

Chicago, Dec. 11.—Attempts to make the Allied Motor Truck Interests of Illinois the mouthpiece for users throughout the state have been abandoned and the work is now being carried forward through the medium of the motor truck council of the Illinois Manufacturers' Association.

H. S. Seanor, district manager for the White Company here, has been named as temporary chairman of the association's motor truck council. In discussing his appointment, Mr. Seanor, sponsor of the original Allied Motor Truck Interests of Illinois and former president of the Motor Truck Distributors Association of Illinois, today said:—

"I accepted only on condition that my appointment as chairman of the motor truck council be a temporary one, for, in my opinion, neither I nor any other man in the motor truck industry should ever serve such a committee as this in anything except an advisory capacity. This motor truck council of the Illinois Manufacturers' Association is essentially a mouthpiece for the motor truck users of the state. This means that those in the motor truck trade should be available only as counselors on the technical phases of recommendations under consideration by the committee. They should be men who know what is practical in presenting thoughts to legislators and highway engineers!

One endeavor will be to swing farmer users of trucks into co-operative efforts with those in the cities, so that recommendations will truly represent the sentiment of motor truck interests throughout the state.

H.W.ROLAND APPOINTED TO N.A.C.C. TRUCK COMMITTEE

New York, Dec. 11.—The appointment of H. W. Roland, sales manager of the Reo Motor Car Company's commercial vehicle division, to the motor truck committee of the National Automobile Chamber of Commerce, was announced today by Alvan Macauley, president of the organization.

Mr. Roland recently succeeded W. C. Parker in the sales management of the Reo truck division.

A. J. Brosseau, president of Mack Trucks, is chairman of the motor truck committee. Other members are as follows: T. R. Dahl (White), D. C. Fenner (Mack), R. G. Hayssen (Sterling), Martin L. Pulcher (Federal), Paul W. Seiler (General Motors), R. P. Page, Jr. (Autocar), Walter S. Graves (Dodge Brothers), W. F. McAfee (International Harvester), Edward F. Loomis, secretary.

INDIANA BUS REVENUE GAINS

Indianapolis, Ind., Dec. 11.—One hundred and forty-six bus lines operating in Indiana during 1929 collected gross revenues of $11,952,047.55 with a net income of only $134,513.26, according to a tabulation of the income reports of all lines just completed by the Indiana Public Service Commission.

The Indianapolis Street Railway Company, operating buses over city routes, reported the largest loss for the year being $53,740.02 below expenses, which amounted to $195,587.21, against gross income of $144,847.19.

Other lines listed as losers were: Hoosier Transportation Company, Inc., Indianapolis, $12,975.23; Indiana Motor Bus Company, Inc., Plymouth, $13,891.15; Indiana Motor Transit Company, Indianapolis, $46,206.79; Indiana Safety Coach Corporation, Fort Wayne, $33,848.37; Chicago, South Bend and Northern Indiana Railway Company, South Bend, $23,128.62; Gary Railway Company, Gary, $25,110.11; Southeastern Lines, Inc., Rushville, $21,525.37; Union Traction Company, Anderson, $74,324.53, and Sonthern Indiana Gas and Electric Company, Evansville, $22,230.18.

With two exceptions, only bus lines doing an interstate business had net income reports for the year in excess of $10,000. Far in the lead was Greyhound Lines, Inc., Indianapolis, a nationally operated line owned by the Peennsylvania Railroad, with a net income report of $263,703.04.

Safety Motor Coach Lines, Muskegon, Mich., reported net of $94,302.19, ABC Coach Lines, Inc., Fort Wayne, had a net gain of $15,559.44, and Interstate Public Service Company, Indianapolis, $12,774.68.

Bus Field Activities

MILLER GENERAL MANAGER

Fort Worth, Tex., Dec. 11.—The resignation of R. L. Miller as division manager of the Southland Greyhound Lines, Inc., to accept the vice-presidency of the Lone Star Stage Lines, Inc., and South Texas Coaches, Inc., has just been announced. Miller will be in charge of public relations for the two companies, of which R. C. Brown of Fort Worth, is president. Miller and Bowen are directors of the Texas Bus Owners Association.

SUNDBERG APPOINTED

San Francisco, Dec. 11.—Carl J. Sundberg has been named assistant general traffic manager of Pacific Greyhound Lines for the Southern Division of the motor-coach system.

UNION BUS CO. SOLD

Thomasville, Ga., Dec. 11.—The Union Bus Company, property and rights, has been sold by B. Young Vann to W. W. Upchurch. The concern will continue in operation at the present location, which is in the business center of the town, the new management announced.

ABANDON BUS LINE

Chardon, O., Dec. 11.—The Greyhound Lines, for several years operating an interurban bus line between this town and Cleveland, has discontinued service on the route permanently, leaving Chardon without through bus service into Cleveland. Abandonment of the line has been approved by the Ohio Utilities Commission.

MUST PAY FEES

Des Moines, Ia., Dec. 11.—The Great Western Stages, Inc., has been permanently enjoined in District Court at Council Bluffs, Ia., from carrying interstate passengers in Iowa until a motor carrier fee is paid the Railroad Commission and a permit obtained. Fees and taxes accruing from December 9, 1929, must also be paid.

VACATE RESTRAINING ORDER

Hoboken, N. J., Dec. 11.—Vice-Chancellor Fallon has vacated a restraint and has dismissed an order to show cause previously granted to the Hoboken Independent Jitney Association against Joseph Branda of this city, a member of the association, the Public Service Co-ordinated Transport, and J. Faherty of the Hoboken Rubber Works, who represented the Public Service in the sale of an independent bus line to Public Service.

FORM NEW COMPANY

Springfield, Ill., Dec. 11.—H. A. Liedel, B. B. Liedel and Paul Spicer have been granted certificate of incorporation for the Springfield-Taylorville Bus Company, to operate bus service between the two cities. The company has $1,000 common stock and will establish an office at 719 East Jefferson St.

NEW GREYHOUND LINE

Paterson, N. J., Dec. 11.—The Greyhound Lines announce a new Paterson to points in New York and Pennsylvania service. The line operates to New Foundland, Beaver Lake, Franklin, Hamburg and Sussex in this state; Unionville, Port Jervis and Binghamton in New York state; Milford, Hawley, Honesdale and Carbondale in Pennsylvania.

SEEK NEW SERVICE

New Philadelphia, O., Dec. 11.—The Inland Stages, Inc., of Mount Vernon has applied to the state Public Utilities Commission for authority to inaugurate a local bus service between Loudonville and New Philadelphia. The certificate issued by the commission, authorizing operation of a bus line between Millersburg and Berlin, contains a clause prohibiting local service between the two points mentioned in the application.

APPROVE EXTENSION

Trenton, N. J., Dec. 11.—Extension of the Harrison Avenue bus route in Orange, operated by the Public Service Co-ordinated Transport Company, and its consolidation with the Paterson-Orange line, has been approved by the state Board of Public Utility Commissioners. The application was granted over the protest of the city of Clifton, which alleged that the combining of the two routes would adversely affect service there. The street transportation committee of the board was instructed, however, to investigate the present service.

TO DISCONTINUE LINE

Erie, Pa., Dec. 11.—Permission to discontinue its bus line between Erie and Beaver Falls, Pa., has been asked of the Public Service Commission by the Pennsylvania Transit Company, bus operating subsidiary of the Pennsylvania Railroad, on the ground that the project is a losing venture. The company has been making one round trip daily, via Albion, Conneautsville, Greenville, Sharon and New Castle.

F. W. D. NAMES DELEGATES FOR ROAD CONGRESS

Clintonville, Wis., Dec. 11.—Four Wheel Drive Auto Company executives who will represent that company at the American Road Builders' Association at St. Louis, January 10 to 16, are: W. A. Olen, president and general manager; R. H. Schmidt, general sales manager; S. H. Sanford, assistant sales manager; D. C. Babcock, R. W. Pachaly, Col. Thompson Short, R. H. Francis; C. S. Thomson, export sales manager; W. M. Hanson, advertising manager; H. B. Dodge, chief engineer; A. W. Giersbach.

Truck Operators of North Carolina Seek Legislation

CHARLOTTE, N. C., Dec. 11.—Organized motor truck operators of North Carolina convened here to adopt a program of suggested legislation, which will be submitted in January to the General Assembly.

Indorsement of the street and highway safety legislation advocated recently at a state-wide safety conference was forecast by officials of the truck operators' association just before the session was called to order.

Francis Clarkson of Charlotte, Mecklenburg county Democratic state senator-elect; Lieut. W. E. Vernon of the state highway patrol and Claude A. Cochran, city attorney, were the principal speakers at a luncheon at the Chamber of Commerce. In the course of the after-luncheon talks, the views of the association's members regarding license taxes, drivers' permits, highway safety proposals and matters pertaining to the state regulation of motor trucks were disclosed.

Adoption of a set of resolutions, urging the General Assembly to require each motor vehicle driver to have a permit and prove his qualifications as such, and to reduce the license tax collected on trucks operating on commercial hauls over distances greater than fifty miles, was forecast at the opening of the meeting. Officials of the association expressed the opinion that public interest, supported and directed by organizations concerned with the automotive trade, will have sufficient influence upon the Legislature to obtain enactment of the driver's permit law. Revision of the scale of license fees required for motor vehicles also is anticipated with confidence, it was reported.

H. D. Horton, of Charlotte, is president, and John L. Wilkinson, Charlotte, is secretary-treasurer of the North Carolina Motor Truck Owner's Association.

PHILADELPHIA TRUCKERS PLAN CHRISTMAS PARTY

Philadelphia, Dec. 11.—The Pennsylvania Motor Truck Association, Philadelphia District, has announced that it will hold its big annual Christmas party at the Elks' Club, Broad and Vine Streets, on the night of Wednesday, December 17. Dinner will be served at 7 and a vaudeville performance of fifteen acts will follow.

COLSON TO HEAD MOTOR VEHICLE BUREAU OF KY.

Louisville, Ky., Dec. 11.—David Y. Colson, attorney of Manchester, Ky., was named by Gov. Flem D. Sampson, as head of the State Motor Vehicle Department, division of the State Tax Commission, succeeding Scott E. Duff.

Major Specifications and Mechanical Details of 1930 Commercial Cars

Make and Model	Capacity—Tons or Lbs.	Chassis Price	Engine	No. of Cyl.	Bore and Stroke	Tax H. P.	Max. Brake H. P. Specified R. P. M.	Oil System	Carburetor	Fuel Feed	Ignit. System	Gear Set	Location	No. Spds. For.	Rear Axle	Final Drive	Reduction in Low	Brakes, Foot	Brakes, Hand	Standard Wheel Base	Chassis Weight	Standard Tire Sizes Front	Rear
White 15 B	——	1515	Own GKA	4	3¾x5½	22.5	31@1600	CS	Zen	Vac	L-N	Own	C	4	Own	Sp	18.6	R	R	133½	3402	30x5	30x5
White 160	——	1700	Own 6 RCB	4	4 x5¾	25.6	45@1800	Pw	Zen	Vac	DR	Own	U	4	Own	Sp	19.5	4	Tr	138	4025	30x5	30x5
White 161	——	1850	Own 6 RCB	4	4 x5¾	25.6	45@1800	Pw	Zen	Vac	DR	Own	U	4	Own	Sp	19.5	4	Tr	138	4290	34x7	34x7
White 60	——	1850	Own 2 A	6	3½x4½	29.4	54@2100	Pw	Zen	Vac	DR	Own	U	3	Own	Sp	17.8	4	D	138	3739	30x5	30x5
White 162	——	1900	Own 6 RCB	4	4 x5¾	25.6	45@1800	Pw	Zen	Vac	DR	Own	U	4	Own	Sp	19.5	4	Tr	138	4260	30x5	30x5D
White 210	——	2300	Own 6 RCB	4	4 x5¾	25.6	45@1800	Pw	Zen	Vac	DR	Own	U	4	Own	Sp	23.4	4	Tr	148	4875	30x5	30x5D
White 211	——	2425	Own 6 RCB	4	4 x5¾	25.6	45@1800	Pw	Zen	Vac	DR	Own	U	4	Own	Sp	23.4	4	Tr	148	5110	32x6	32x6D
White 212	——	2700	Own 6 RCB	4	4 x5¾	25.6	45@1800	Pw	Zen	Vac	DR	Own	U	4	Own	Sp	23.4	4	Tr	148	5230	34x7	34x7D
White 57	——	2725	Own GRC	4	4 x5¾	25.6	45@1600	Pw	Zen	Vac	L-N	Own	C	4	Own	Sp	19.3	R	R	146	3935	32x6	32x6
White 29 A	——	2125	Own GKA	4	3¾x5½	22.5	31@1600	CS	Zen	Vac	L-N	Own	C	4	Own	2R	32.1	R	R	145½	4572	34x5	34x5D
White 61	——	2450	Own 4 A	6	3¾x4½	33.75	61@2100	Pw	Zen	Vac	DR	Own	U	4	Own	Sp	23.4	4	D	148	4789	30x5	30x5D
White 56	——	3125	Own GRC	4	4 x5¾	25.6	45@1600	Pw	Zen	Vac	Eis	Own	U	4	Own	Sp	26.2	R	D	165	5276	36x4S	36x7S
White 51 A	——	3750	Own GRB	4	4¼x5¾	28.9	54@1600	Pw	Zen	Vac	Eis	Own	U	4	Own	Sp	35.6	R	D	170	6438	36x5S	36x9S
White 51 AT	——	3875	Own 6 RB	4	4¼x5¾	28.9	54@1600	Pw	Zen	Vac	Eis	Own	U	4	Own	Sp	46.6	R	D	134	6227	36x5S	36x8S
White 58	——	4400	Own GRB	4	4¼x5¾	28.9	54@1600	Pw	Zen	Vac	Eis	Own	U	4	Own	IG	49.7	D	R	170	6438	36x5S	36x9S
White 65 K	——	4600	Own 3 A	6	4 x5¼	38.4	72@1800	Pw	Zen	—	DR	Own	U	4	Own	Sp	33.9	4	D	180	7408	8.25x20B	8.25x20DB
White 55	——	4650	Own GRB	4	4¼x5¾	28.9	54@1600	Pw	Zen	Vac	Eis	Own	U	4	Own	IG	66.1	D	R	174	8737	36x5S	40x5SD
White 52 T	——	4700	Own GRB	4	4¼x5¾	28.9	54@1600	Pw	Zen	Vac	Eis	Own	U	4	Own	IG	76.5	D	R	129½	8461	36x5S	40x5SD
White 52	——	5100	Own GRB	4	4¼x5¾	28.9	54@1600	Pw	Zen	Vac	Eis	Own	U	5	Own	IG	58.4	D	R	174	9409	36x6S	40x12S
White 50 A	——	6000	Own 3 A	6	4 x5¼	38.4	72@1800	Pw	Zen	P	DR	Own	U	4	Own	Sp	66.5	D	R	155	9775	40x8	40x14S
White 63	——	5000	Own 3 A	6	4 x5¼	38.4	72@1800	Pw	Zen	P	DR	Own	U	4	Own	Sp	41.4	4	D	168	8350	34x7P	34x7DP
White 64	——	6300	Own 1 A	6	4⅜x5¾	45.94	96@1800	Pw	Zen	P	L-N	Own	U	4	Own	2R	46.9	4	D	180	9154	36x8P	36x8DP
White 65 SW 200	——	6010	Own 3 A	6	4 x5¼	45.9	72@1800	Pw	Zen	P	DR	Own	U	4	Tim	Wo	44.2	4	—	193	10000	8.25x20B	8.25x20DB
White 61 SW 200	——	7082	Own 1 A B	6	4⅜x5¾	45.9	96@1800	Pw	Zen	P	L-N	Own	U	4	Tim	Wo	45.8	4	—	198	11200	8.25x20B	8.25x20DB
White 61 SW 300	——	7430	Own 1 A B	6	4⅜x5¾	45.9	96@1800	Pw	Zen	P	L-N	Own	U	4	Tim	Wo	56.7	4	—	198	12400	9.00x20B	9.00x20DB
White 59 ASW 400	——	8950	Own 1 A B	6	4⅜x5¾	45.9	96@1800	Pw	Zen	P	L-N	Own	U	4	Tim	Wo	67.1	4	—	204	13200	40x8S	40x9D
Willys Six 98 B	½	525	Own 98 B	6	3¼x3⅞	25.35	65@3400	Pw	Til	Vac	Aut	Own	U	3	Own	Sp	14.28	4	B	110	1904	5.50x19	6.00x19
Willys Six C-101	1½	695	Own C 101	6	3¼x3⅞	25.35	65@3400	Pw	Til	Vac	Aut	Own	U	4	Cla	Sp	42.33	4	B	131	2740	5.50x20	30x5
Willys-Knight T-103	1½	825	Own KGT	6	2⅛x4⅜	20.7	55@3000	Pw	Til	Vac	Aut	Cov	U	4	Cla	Sp	42.33	4	B	131	2848	5.50x20	30x5

MERCHANDISING
ACCESSORIES
EQUIPMENT

WHOLESALE

DISTRIBUTION
SHOP EQUIPMENT
REPLACEMENTS

M. E. A. ALLOTS NATIONAL SHOW SPACE TO MEMBERS

APPROXIMATELY seventy-five manufacturers of automotive parts, accessories and garage repair equipment, members of the Motor and Equipment Association, have been assigned space in the national automobile shows, which will be held in New York, January 3 to 10, and in Chicago, January 24 to 31. Including companies not members of the M. E. A., the total will run to over 100 exhibitors in these sections. Practically all space has been taken.

There will be thirty-eight M. E. A. manufacturers exhibiting in the parts-accessory sections and thirty-four in the shop equipment sections.

Parts and accessory exhibits will be on third and fourth floors of Grand Central Palace at New York and in the main gallery of the Coliseum at Chicago. Many new and improved products will be shown in these sections, where the exhibits will include passenger car bodies, car, truck and aircraft engines, transmissions, steering gears, axles, lubricating systems, mufflers, springs, tire covers, motor and chassis parts, body hardware, bumpers, heaters, shock absorbers, brakes, horns, lamps, radiator shutters, piston rings, fenders, crank shafts, radiator screens, stampings, radiator caps, cigar lighters, valves, starters, ignition apparatus and many other original equipment and accessory items.

The equipment sections will be on the fourth floor at New York and in the South Hall at the Coliseum in Chicago. These sections will be closed to the public until 5 p. m. every day to allow manufacturers' representatives to demonstrate their machinery and tools to the trade. Jobbers will co-operate in promoting trade attendance and will work with manufacturers' representatives at the exhibits.

All the latest developments in service and repair equipment, from hand tools to car lifts, will be seen. There will also be paint spraying and finishing equipment, car washing apparatus, wheel-aligning apparatus, air compressors, motor reconditioning machinery, cylinder grinders, electric tools and electric testing apparatus, brake testing and service machinery, lubricating equipment, service jacks, etc.

Members of the Motor and Equipment Association who will exhibit at the national shows are listed below:

PARTS AND ACCESSORIES

AC Spark Plug Company, Aluminum Company of America, American Automatic Devices Company, American Chain Company, Arrow Head Steel Products Company.

Bendix Aviation Corporation, Edward G. Budd Manufacturing Company, Budd Wheel Company, Burgess Battery Company.

Chalmers Chemical Company, Continental Motors Corporation.

Dole Valve Company.

Ebling-Murray, Inc.

Gemmer Manufacturing Company.

Hercules Motor Corporation, Houdaille-Hershey Corporation.

Imperial Brass Manufacturing Company.

Lorraine Corporation, Lycoming Manufacturing Company.

Motor Improvements, Inc., Murray Corporation of America.

National Carbon Company.

The Packard Electric Company, Pines Winterfront Company.

Ross Gear and Tool Company.

A. Schrader's Son, Inc., The Simoniz Company, Stewart-Warner Corporation.

Titeflex Metal Hose Company, Tonneau Shield Company.

United American Bosch Corporation, Unity Manufacturing Company.

John Warren Watson Company, Welker-Hoops Manufacturing Company, Waukesha Motor Company, Wolverine Bumper and Specialty Company.

"X" Laboratories.

Yankee Metal Products Corporation.

SHOP EQUIPMENT

Alberison & Co., The Arco Company, Automotive Maintenance Machinery Company.

The Battery Equipment and Supply Company, John Bean Manufacturing Company, Bear Manufacturing Company, Bendix Aviation Corporation, the Black & Decker Manufacturing Company, Brunner Manufacturing Company, Burton & Rogers Manufacturing Company.

Champion Pneumatic Machinery Company, Curtis Pneumatic Machinery Company.

Elite Manufacturing Company.

Federal-Mogul Corporation.

General Electric Company, Gray Company, Inc.

The Hall Manufacturing Company, the Hardie Manufacturing Company, Ernest Holmes Company.

Kellogg Manufacturing Company.

Marquette Manufacturing Company, Motor Wheel Corporation, Multibestos Company.

Rogers Products Company, Inc.

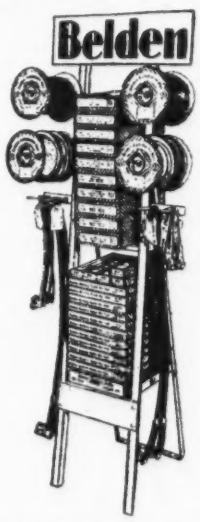
Schroeder & Tremayne, South Band Lathe Works, Sunnen Products Company.

The United States Air Corpressor Company.

The Van Dorn Electric Tool Company, Van Norman Machine Tool Company.

Walker Manufacturing Company, Watervliet Tool Company, Weaver Manufacturing Company, Joseph Weidenhoff, Inc.

Replacement Wire Display Rack



A unique display rack which requires neither wall nor counter space and but little more than a foot of floor space is announced by the Belden Manufacturing Company.

This display rack stands out on the floor where it can be seen and displays ignition cable sets, battery cables and replacement wire on spools simultaneously.

Pins are provided to hold a number of spools, and shelves take care of ignition cable sets and battery cables in cartons.

NEW JOBBING HOUSE

Buffalo, N. Y., Dec. 11.—The firm of Art Smith, Inc., has been chartered, with a capital of $20,000, to establish and operate a wholesale and retail automobile accessory business in this city. The principals of the new concern are Freida Smith of Tonawanda, N. Y., and Jacob G. Israel and Clarence Sparberg of Buffalo.

Editor's Column

THE three legislative proposals upon which the organized retailers are concentrating their opposition fire are the Capper-Kelly price maintenance bill, the Vestal design copyright measure and the sales tax. The first two may get final action in Congress in this session, and the last named may be put before many state Legislatures.

From the many arguments and discussions had on the subject of permitting the manufacturer to fix the prices on his products to distributors and consumers, it is clear that the proposal has many unsound features. Some of the more dangerous elements have been removed, but, as retailers see it, the measure has a decided monopolistic character. It makes the store a selling agent of the manufacturer, rather than a purchasing agent of the community; it forces arbitrary conditions on the store and makes no allowance for varying retail costs of operation.

Retailers in their campaign against the Kelly bill have a very strong argument now in the failure of many branded lines to reflect lower costs. Retailers properly point out that consumers of such goods derive little benefit from the lower prices now possible.

In the effort to label the design bill as springing from a desired moncpoly, the retailers' case is much weaker. Design protection would not only prove of immense benefit to industry, but to the stores themselves, since they would be saved unfair competition from cheap imitations. Such protection would undoubtedly stimulate more originality in offerings, with the increased business which new and attractive products always bring. Contrary to the impression which critics of the bill wish to convey, the store seems amply protected in buying design merchandise because its stocks and purchases of copyrighted goods would not become involved in any controversy, and purchases must be stopped only after a violation has been adjudicated.

FOLLOWING a review of the first year's attainments in the M. E. A. "Care Will Save Your Car," advertising-merchandising campaign, both jobbers and manufacturers have gone on record in favor of continuing the program in 1931 along the same general lines followed this year. Both groups are enthusiastic in their pledge to support the principles of the "Care Will Save Your Car" work.

E. St. Elmo Lewis, Detroit market expert, urges fullest co-operation on the part of all branches of the industry in reaching the ultimate consumer, and Frank Millard, distribution specialist formerly connected with the Department of Commerce, recommends careful analysis of trade territories.

A preliminary report on the results of the distributing analysis indicates that substantial jobbing outlets are favored by a majority of the manufacturers reporting. Although the figures are incomplete, the survey shows that the average number of jobbing outlets employed by the manufacturers reporting is 252. This distribution work is conducted by committees of manufacturers and jobbers.

In recognition of the mutual interest of members and car manufacturers in the provision of better service outlets a committee has been named which will contact car manufacturers from time to time to discuss ways and means of improving retail service facilities.

COMBINES STORES

Birmingham, Ala., Dec. 11 (UTPS).—The Auto-Lec Store, retail and wholesale supply house, has closed the store at 2d Avenue and 18th Street. It has been combined with the store at 2231 1st Ave., North.

Seeking Legislation In N. J. For Compulsory Inspection

TRENTON, N. J., Dec. 11.—Enactment will be sought by State Motor Vehicle Commissioner Hoffman, at the 1931 session of the Legislature, of a law to compel the periodic inspection of all motor vehicles operating in the state, a movement which has the backing of New Jersey jobbers.

The inspection is designed to bring to light mechanical defects and lack of compliance with the acts requiring certain accessories, both of which are frequently a contributing cause of mishaps.

While such inspections have been attempted in the past, Mr. Hoffman believes that they failed to accomplish the fullest results possible because of the absence of specific authority to require a motorist to pay a fee for the examination of his car. For that reason no examination was ordered this year.

"A careful examination of the results of the first attempt at periodical examination in New Jersey, the campaigns conducted in 1928 and 1929, led me to believe material changes were necessary before the plan could be completely effective and productive of real results," said Commissioner Hoffman. "The system then used of having examinations conducted by authorized stations, without compensation, was not satisfactory, in that examinations were conducted half-heartedly or needless adjustments were advised. It is idle to expect the garages and service stations will make honest, thorough and disinterested examinations without adequate compensation.

"In the second place, no provision of the motor vehicle law gives the commissioner authority to compel motorists to have their cars tested or to punish them if they refuse. Article 8 has frequently been cited as evidence of this authority.

"Article 8 reads:

"'The commissioner of motor vehicles may refuse registration in the case of any automobile, commercial motor vehicle, trailer, semi-trailer tractor or omnibus that shall not comply with the requirements of this act or that seems to him unsuitable for use on the roads and highways of this state.'

"Apparently this gives the commissioner a very broad and loosely defined power, but I am convinced that in the case of an inspection campaign the courts would place the burden of proof on the commissioner and would not allow him to take the position of summoning a motorist to prove his car was not 'unsuitable for use.'

"In any event, this article certainly does not make it possible to charge a fee for an examination. The motor vehicle law and other statutes clearly set forth what levies may be made against an automobile owner. They are: Registration tax, license fee, gasoline tax and penalties for violations.

"The budget for the Motor Vehicle Department, under which it was operating when I assumed office, made no appropriation for the 'Save-a-Life' campaign, and, feeling, as I did, that the system originally followed was inadequate, I did not believe it advisable to ask for an emergency appropriation to cover such a campaign in 1930.

"However, I believe the idea is basically sound. More, it is an absolute necessity which every state must eventually meet. For that reason I plan to ask the next Legislature to establish the principle of compulsory periodic examination in our motor vehicle laws, the new legislation to provide for a nominal fee to be paid the examining agency and for adequate punishment for motorists who fail to obey. I do not believe the fee should exceed 50 cents or a dollar. This would be sufficient to provide adequate compensation for the inspection work and relieve the state of any expense."

SEATTLE JOBBERS REPORT NOVEMBER BUSINESS 'GOOD'

SEATTLE, Wash., Dec. 11.—November business with automotive parts jobbers and accessory dealers was better than had been anticipated, according to a majority of reports in this region. Radio sales are badly off, and some of the jobbers who did considerable radio volume are now turning entirely to automotive items.

Strange to say, they are building up sales so that the drop-off in radio is not noticed. This is a healthy condition. As folks are beginning to turn attention to Christmas buying, naturally there is a curtailment of automotive repair work or buying. November begins to feel that effect, while December bears the full brunt of it. Some progressive dealers fix up window displays and "ask 'em to buy something for the car for Christmas." But this is not as general as it should be.

The response of car owners to prepare cars for winter driving has, however, been ahead of any prior season, according to E. C. Walling, sales manager of Ballou & Wright. "In spite of the reputed shortage of money," he said, "business has been very good. Take Prestone, for instance. The sales increase is 30 per cent. over a year ago. The response was so much quicker than ever before, too. This shows that the public is willing to spend money for what is needed or seems desirable."

This firm also reports increases in shop equipment purchases. This is also the report of P. J. Cronin Company, where the past month has proved the best of the entire year, according to J. P. Cronin.

However, on the whole, November is not up to October volume, according to most of the jobber reports. Compared to 1929, the month shows a smaller decrease than any other month of the year.

Fair business, is the report of R. C. Bosselman Company. Lelin Sales Company had just a fair month also. V. J. Spinner of Seattle Tool Supply Company says less difference between November of this year and November of last year than between any two corresponding months of those years. This firm always seems to be doing a good business. T. F. Romaine and Reno-Nannary report fair business.

Hoge Piston and Ring Company enjoyed a good month, but not up to October. George E. Garlick of Garlick-McDonald, Inc., auto top and body supplies, reports fair month.

George Hesier of Hesier, Inc., bus and truck body builders, is now employing ninety men and will increase this force fifty this month in turning out early orders for 1931.

He looks for a big 1931 business for his company.

E. W. Ingalls of Northwest Motor Parts finds November 10 per cent. ahead of the same month of 1929. He added new lines this year and truck and bus business has brought up the volume throughout the first eleven months of the year.

RUSCO ADDS TO SALES FORCES

Middletown, Conn., Dec. 11.—The Russell Manufacturing Company here, manufacturer of Rusco brake linings, announces the appointment of Darrell P. Jolley as sales representative in the company's Salem territory, which includes the lower part of the state of Oregon. Mr. Jolley previous to his connection with Russell was on the sales force of the Firestone Tire Company, and was transferred to the Perkins-Firestone One-Stop Service in La Grande, Ore.

CLASSIFIED ADVERTISEMENTS IN THE AUTOMOTIVE DAILY NEWS BRING RESULTS

How You Can Make More Sales

YOUR sales message delivered every day during the New York and Chicago Shows will strike the trade when its interest in automotive matters is keener than it has been in many years past.

At no time has there been such need for intensive selling effort to the trade. All dealers, jobbers and factory officials do not attend the shows, but whether they do or not Automotive Daily News will get the news to them, whether it be your news in the form of advertising, or the record of events during the show week.

Visiting dealers, manufacturers, distributors and jobbers will receive copies of Automotive Daily News *at their hotels* in New York and Chicago; *at the show booths,* at meetings, *conventions* and gatherings of all sorts.

Automotive Daily News will again be the only publication to print the news *every day* and get it into the hands of the trade *every day.*

Chicago Show Issues

Forms Close Jan. 22 — Automotive Daily News — JAN. 24

Forms Close Jan. 23 — Automotive Daily News — JAN. 26

Forms Close Jan. 24 — Automotive Daily News — JAN. 27

Forms Close Jan. 26 — Automotive Daily News — JAN. 28

Forms Close Jan. 27 — Automotive Daily News — JAN. 29

Forms Close Jan. 28 — Automotive Daily News — JAN. 30

New York Show Issues

Forms Close Dec. 31 — Automotive Daily News — JAN. 3

Forms Close Jan. 2 — Automotive Daily News — JAN. 5

Close Forms Jan. 3 — Automotive Daily News — JAN. 6

Forms Close Jan. 5 — Automotive Daily News — JAN. 7

Forms Close Jan. 6 — Automotive Daily News — JAN. 8

Forms Close Jan. 7 — Automotive Daily News — JAN. 9

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